

li top commercial newsmakers

John Rogers Howell



John Rogers Howell
Director of corporate services
Zere Real Estate Services

1) Please discuss your charitable/organizational involvements.

I am involved with: the New York State Commercial Realtors Association and the Commercial Industrial Brokers Society (CIBS). I am also on the board of directors for the Long Island Film Festival, a transportation chairman for LIMBA, and a former counselor for The Boys Scouts of America.

2) What is the most notable transaction or project in which you have been recently involved?

I have been involved in numerous deals in both the commercial office and industrial sectors. To name a few: 60,000 s/f for Augross of America, 40,000 s/f for Veeco Instruments, 40,000 s/f for Suffolk County Health Department Services, 22,000 s/f for a built to suit facility for Frito Lay Corporation.

3) Please discuss your professional background.

I was part of the property management and brokerage group for Cushman & Wakefield. I also worked with Commercial Industrial Associates Real Estate, Prudential Real Estate, and LILCO Energy Systems as a market analyst. I was also the director of construction for E. W. Howell & Company, which my great-grandfather was the founder of. I am a graduate of Drew University, N.J., with a BA in Political Science where I was the president of the student government.

4) What is one criterion that sets your company/firm apart from your competitors?

The seasoned leasing and sales team at Zere Real Estate Services have a wealth of knowledge, cultivated experience, the utmost discretion and patience to work with all kinds of clients. We put our customers at ease with all the complex issues that can arise with corporate relocations and transactions.

5) Do you see your industry in a more or less favorable position six months from now?

Industrial sectors of the market are very active. First and second quarter aggregates are strong and will continue to promote new business growth moving forward into the third and fourth quarters of 2006 for warehouse and distribution facilities.

Harvey Kolin



Harvey Kolin
Associate broker
Coldwell Banker Commercial

1) Please discuss your charitable/organizational involvements.

I am involved with the Babylon Lions Club, The Clergy Cluster Food Pantries, Habitat for Humanity, and the Foundation for Sight & Sound.

2) What is the most notable transaction or project in which you have been recently involved?

I recently completed a \$1 million lease for 3.8 acre truck terminal for FedEx Ground, and the sale of a 25,000 s/f office building \$6.4 million.

3) Please discuss your professional background.

Although I have been real estate broker for seven years, I have been involved in the real estate industry as an investor, landlord and tenant for over 25 years. In 2005 and 2006 I have been named top producer for Coldwell Banker Commercial NRT Metro Area.

4) What is one criterion that sets your company/firm apart from your competitors?

Our international and nationwide offices can handle transactions anywhere in the world. Plus our ongoing internal education for all our commercial agents.

5) Do you see your industry in a more or less favorable position six months from now?

Our market sales are still strong in industrial and office sector, office leasing seems to be holding its own, retail space is still very strong.

Sharon Langdon



Sharon Langdon
Associate broker, RECS
Millennium Commercial & Investment

1) Please discuss your charitable/organizational involvements.

Personally, I am a eucharistic minister at St. Joseph's Roman Catholic Church in Babylon and volunteer time to help with fundraising and community building events. Professionally, I am the chapter president for The Metro-LI Chapter of New York State Commercial Association of Realtors and chair of the MLS Liaison Committee for Long Island Commercial Network.

2) What is the most notable transaction or project in which you have been recently involved?

Within the past month we closed on 312 Commack Rd. in Commack (3,931 s/f office building) where I represented the seller, 1669 5th Ave. in Bay Shore (4,000 s/f retail building) where I represented both seller and buyer and 529-559 Atlantic Ave. in Oceanside where with the help of partners we represented both seller and buyer.

3) Please discuss your professional background.

I have been a real estate broker for six years, exclusively commercial for five years. My educational background, Stony Brook University, is in Industrial Organizational Psychology. Prior to real estate I operated as a broker of computer services such as maintenance contracts and network installations.

4) What is one criterion that sets your company/firm apart from your competitors?

I have very supportive brokers who are "the wind beneath my wings." Having to reach out and network to find answers, I have gained knowledge in all of the aspects of the industry. This experience has been very valuable to my clients.

5) Do you see your industry in a more or less favorable position six months from now?

For the past couple of years we have seen tenants vacating their leased spaces (more so in the office market) to buy their own buildings due to low interest rates and the advice of their accountants, so sales have been high and vacancy had been inching up. Retail has remained strong in both sales and leasing because it is a favorable investment product. Industrial has been wavering on Long Island due to many companies moving their storage and staging operations out of L.I. because of rising taxes and salaries. Six months from now I don't foresee any major change in these trends.

Edward Smith, Jr.



Edward Smith, Jr.
Regional director
Coldwell Banker Commercial NRT

1) Please discuss your charitable/organizational involvements.

I am the president Long Island Commercial Network, past president New York State Commercial Association of Realtors, member of NAR, NYSAR, CIBS, and the NYSCAR-Metro LI Chapter. My organizational activities focused upon legislative and educational issues of commercial practitioners. I am also a past president of Kiwanis.

2) What is the most notable transaction or project in which you have been recently involved?

Joining NRT, I accepted the challenging project of building brand awareness and developing a professional sales force on LI. Extensive training programs and corporate support have resulted in increased growth and community recognition of our company and agents.

3) Please discuss your professional background.

I have been a real estate agent/broker over 32 years. I am an author/instructor of four commercial CE courses and have published three text books on commercial real estate. I previously served as a "consultant to the trade," corporate trainer, and seminar speaker.

4) What is one criterion that sets your company/firm apart from your competitors?

The veritable size of our sales force. Professional, knowledgeable agents who are experts in the 24 areas our offices serve throughout Nassau, Suffolk and Queens. Our staff is devoted to full-time agent support and ongoing training.

5) Do you see your industry in a more or less favorable position six months from now?

The huge population and business diversity of this market has always kept it strong. High pricing has reduced sale inventory, but it will be made up for in leasing activity. Agents will have plenty of opportunities in the immediate future.

Do you know a colleague who should be considered for a future edition of Long Island Commercial Newsmakers? If so please contact Kristine Wolf, Long Island Real Estate Journal publisher at (800) 654-4993 x245 or email kwolf@rejournal.com.