

wire

## women in real estate 2006

INCLUDES THE SALE OF 111 GARY WAY, A 5,000 S/F FREE STANDING COMMERCIAL BLDG.

# Marie Zere and Michelle Marie Zere of Zere Real Estate Services complete double deal

**RONKONKOMA, NY** Zere Real Estate Services is one commercial real estate firm that caters to corporate tenant representation with a new twist. The mother and daughter team of Marie Zere, president and CEO and Michelle Marie Zere, vice president business development both bring their dynamic energy, creativity and professional expertise to the table for all of their clients.

Their firm specializes in the sales and leasing of commercial, office, industrial, retail, and use and development properties. National and international corporations have sought their brokerage expertise as a recognized economic development advocate for the region. Their knowledge, integrity and hands-on business style are responsible for a multitude of transactions that have

that encompass the commercial real estate industry and high profile marketing to the corporate sector.

The most recent transaction they worked on together was a double deal. A sale of a commercial building and an aggressive office lease timed simultaneously to accommodate three ad agencies that were merging, Topline Advertising, Greenstone Roberts and KZS Advertising. The new ad agency is named Greenstone Fontana.

Marie said, "Our customer was open to our suggestions to market their property for sale at the same time we found their new corporate headquarters with a long term lease. Being an ad agency they could think outside of the box and let us guide them to the finest facility to represent their firms demanding criteria."



111 Gary Way, Ronkonkoma, Town of Islip

provided thousands of jobs that continually stimulate the economy of Long Island.

Marie and Michelle both have two very different and diverse comprehensive real estate backgrounds

The sale of 111 Gary Way, a 5,000 s/f free standing commercial building, was the home base of Topline Advertising for over twenty years. The new ad agency merger of Greenstone Fontana will



Shown (from left) are: Michelle Marie Zere and Marie Zere at the Nassau Conservancy Hat Luncheon.

have their new corporate headquarters at 1393 Vets Hwy., Islandia at The Crossroads Corporate Center.

Robert Seidenberg, senior vice president CBRE, who represents the building at 1393 Vets Hwy. for

to our tenant roster. Office leasing is highly competitive in the Suffolk County market. The Cross-

**Michelle Marie said, "Patience and discretion are the key ingredients in orchestrating a double deal for high profile companies with their client base and industry competitors chopping at the bit for insider information. We had to protect our customer on the lease side of the deal and service them in a timely fashion as a seller on the sales side of the transaction to accommodate deadlines. With a full court press and cooperation of everyone involved the brokers, attorneys, engineering firm, bankers, the buyers, the sellers and all other parties this double deal turned out to be a winner for our firm, Zere Real Estate Services."**

Ralph Benzikan of the Whitman Realty Group represented the buyer on the sales side of 111 Gary Way.

the lease side of the deal said, "We are very pleased to have a company with a great reputation to add

roads Corporate Center speaks for itself with its onsite management and building accommodating amenities. CBRE and Ivy Management presented an attractive lease that worked for Zere's customers timing and unique industry needs."

Michelle Marie said, "Patience and discretion are the key ingredients in orchestrating a double deal for high profile companies with their client base and industry competitors chopping at the bit for insider information. We had to protect our customer on the lease side of the deal and service them in a timely fashion as a seller on the sales side of the transaction to accommodate deadlines. With a full court press and cooperation of everyone involved the brokers, attorneys, engineering firm, bankers, the buyers, the sellers and all other parties this double deal turned out to be a winner for our firm, Zere Real Estate Services."



1393 Veterans Memorial Hwy., Islandia