

What project, transaction, market trend or product has had the greatest impact on your industry this year?



Rebecca Mason
OneTitle National Guaranty Co.

The implementation of TRID has been the biggest game changer this year in our industry. Providing greater transparency in breaking down fees and closing costs has resulted in consumers asking more questions. We've seen an increase in the number of consumers calling directly asking for our services.



George Crawford
Green Partners

With expansion of NYC Local Law 88 - which now requires multifamily buildings to retro-fit common area lighting to LED - there will be an increasing trend for multifamily buildings to initiate their LED retrofits, sooner rather than later, in order to take advantage of the Con Ed funding that is currently available to help fund these retrofits.



Rob Marek
STI Roof Lifting

The market is begging for modern distribution in great markets like New York & New Jersey. Our roof-raising projects used to mean converting manufacturing facilities to warehouses. We still do those, but now we're renovating the first generation of warehouses (including 24 feet clear) up to modern warehouse heights approaching 50 feet!



Nicola Heryet
Avison Young

The Hudson Yards project, the largest private real estate development in the nation's history, has had the biggest impact on New York City commercial real estate in years. With its combination of office, residential and retail, New York City has taken a once desolate area and created an entirely new live, work and play neighborhood. The success of this mega-project has become a living symbol of the continued strength of Manhattan's real estate market.



Anthony Kamas
Skyline Risk Management

The continued existence of the Scaffold Law (NYS Labor Law sections 240/241) which imposes "absolute liability" for elevation-related injuries on contractors and property owners in N.Y. This unique to N.Y. law continues to hurt the construction insurance market and every year including this one, more carriers leave the market because of the massive risk it subjects them to. This in turn drives up construction costs and makes it very difficult to procure proper coverage for N.Y. construction.



Jeffrey Ramirez
The UP Studio

Brand design is becoming increasingly valuable in the field of architecture and real estate development. Brand design helps architects get work built, helps developers display their projects, and helps realtors sell properties by transforming the way they visualize and present their ideas. Good design can add value to each of those phases.



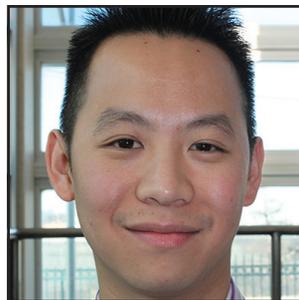
Steve Gillman
TSCG

Entertainment and medical are becoming an increasingly important part of retail. Tenants like Goldfish Swim, Skyzone trampoline parks, bowling, Fresenius, PM Pediatrics, Northwell and many others are taking more and more space in shopping centers. That trend should continue. There are only so many retailers and restaurants doing deals these days.



Steven Westreich
Westbridge Realty Group

The most discussed market impact is that with the expiration of the 421a, land has been nearly impossible to trade. The least discussed market trend is that rents are actually going down in many neighborhoods that have recently gentrified; not yet to the point where the economics of a deal completely change, but enough to make seasoned buyers hesitate on deals where a year ago they would have jumped.



Davidson Chen
Gamco Corp.

The demand by owners, architects, and contractors for custom fenestration and architectural metal work continues to be a strong trend in the New York area. Increasingly, renovation and new construction projects are designed with custom curtain wall and storefronts, decorative and functional glass entrances, as well as unique items like custom canopies, railings, structural skylights and architectural sunshades. Thankfully, Gamco specializes in all these architectural elements.



James Famularo
Eastern Consolidated

The Poke craze, this is a trend that is sure to stay for a longtime, we're currently working with three different operators.



Bruce Mosler
Cushman & Wakefield

WeWork has had a significant impact on the industry, and in addition to WeWork, the ongoing urbanization of American gateway cities and new workplace strategies to drive efficiencies.



Paul Amrich
CBRE

Large corporations delinking occupancy and location primarily due to creating a more collaborative environment driven towards attracting new tenant/employees. The city today is as flat as I have seen in my entire career - meaning all industry groups are considering midtown, midtown south and downtown as great relocation alternatives, not primarily driven by economics but by 24/7 environment, commuting patterns and recruiting tool.



Hope Knight
Greater Jamaica Development Corp

We've noticed a gradual uptick in mixed-use-housing developments over the course of the last year (from 2,600 apartments last year to more than 3,600 apartments in 30 properties to be developed in Downtown Jamaica) and will provide housing options for residents of various income levels.



Barry Schmidt
Schmidt Construction Consulting Inc.

I have to say that the presidential election had the greatest impact on our industry this year due to the inevitable shifts in economic policies that come with a change of governing parties.



Jack Jawdat
New York Commercial Real Estate

Demands for investment properties especially retail and shopping centers. In addition, high demand for apartment complexes which we were able to successfully close two transactions for.



John Proscia
ACC Real Estate Services Inc.

Technology would be one of the most recent market trends to impact the third party property management field. With today's software ability and communication ability, there is no longer lag time between a problem and a resolution. This creates more productivity and the ability to handle more products in an efficient and timely manner.



Kevin McLaughlin
Broome County IDA/LDC

We have seen an increased vibrancy in the area of technologists and creatives as well as the expansion of university-based startups like Sonostics and Charge CCCV, which was an award winner in New York's 76 West Clean Energy competition.



Raymond Mordekhai
Forest Park Properties Inc.

The expiration of the 421-a tax exemption had a profound effect on the sale and listing activity for development sites. Uncertainty, ruled this sector more much of the year and transaction volume was certainly affected.