

# GREEN

1<sup>ST</sup> QUARTER 2013  
VOLUME XLI

# *pastures*

**MEET THE NEW KIDS ON THE MK BLOCK**

**A LOCAL'S GUIDE: CHelsea, WOODLAWN, UWS**

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**MASSEY KNAKAL AWARDS CEREMONY**

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**MASSEY  
KNAKAL**

Realty Services

## MEET THE NEW KIDS ON THE MK BLOCK

### Maria Poniros

Administrative Assistant – Brooklyn



I am 24 years old, a graduate of Baruch College and come from a big Greek family! I am the youngest of six and have had the opportunity to grow up with five wonderful siblings and an extraordinary father. My brother George is the oldest followed by my sisters Regina, Anna, Loretta, Angelica and myself. Having a big family comes with its perks – I am already the aunt of four nieces and three nephews, you could just imagine a holiday in our house! Two years ago I met my boyfriend Justin and we currently live together in White Plains. We share a love for our families, friends, travel, food, music and our life together. Any chance I get to see my favorite bands play I take

it - I have seen the Dave Matthews band over 20 times as well as many other great shows! Since April of 2011 I have had the opportunity to travel to Costa Rica, San Francisco, Napa Valley, Vegas, Puerto Rico, Chicago, San Diego and most recently Hawaii. I hope to be able to add to this list in the years to come.

### Denise Prevete

Associate – Queens



I'm 23 years old, born and raised in New York, living in Greenpoint, Brooklyn and Long Island currently. I have a business degree from Long Island University C.W. Post and also a Pastry Diploma from the French Culinary Institute. Prior to working at Massey Knakal, I worked in the restaurant industry as a Pastry Cook. Growing up in an Italian family always baking with my grandmother, food was a HUGE part of my life and I wanted to experience it hands on.

Aside from baking in my spare time I love to keep active and eat healthy (although they seem like complete opposites!). I am constantly running, playing sports and doing all kinds of different training to stay fit, usually along with my identical twin sister. I love traveling and hope to get back to Italy next year to visit some family, and eventually make my way to Spain and England. And of course, I am also a born and bred die-hard Yankees fan!

## MEET THE NEW KIDS ON THE MK BLOCK

### Hunter Moss

Associate – Manhattan



I am 24 years-old and joined Team Ciraulo in January, immediately after returning from a memorable ten-day trip to Israel. My family is originally from Budapest, Hungary.

They are the driving force behind me. My younger brother and only sibling is a sophomore at the College of Charleston, where he is dedicated to creating a film major. My mother is a successful entrepreneur, who earned a law degree and founded a public relations firm 15 years ago that specializes in serving law firms from coast to coast. I've grown up watching her business prosper and expand. I grew up in Ridgewood, New Jersey, and

graduated from Ohio Wesleyan University in Delaware, Ohio with a degree in sociology.

I really enjoy anything outdoors, a favorite being saltwater fishing; particularly back water fishing in Islamorada, in the Florida Keys. If you need a great fishing guide, I would be happy to share, I know the best. Everything from tiger sharks to lady fish and all on a 17 foot boat. I have recently taken up road biking and look forward to biking all over Nantucket Island, where I worked summers growing up at the island's only auction house, next door to the lobster trap for those familiar. The next item on my "to do" list is to catch a sail fish on a fly rod. I also enjoy playing pick up basketball, lacrosse and music, I taught myself guitar in middle school.

If you see me tell me what your favorite restaurant is! Guthrie Garvin already found me a gem, I'll be happy to exchange.

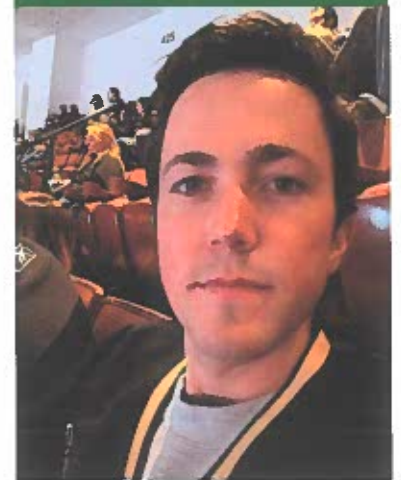
I am 23 years old and grew up in sunny Laguna Beach, California. I moved to Williamsburg in July and got a crash course in humidity, AC window units, 4th floor walk ups, and \$6 coffees. The change in scenery has definitely been an amazing one, and I am stoked to be living in such an awesome place. I do miss the beaches and the California weather, but my new neighborhood is filled with fantastic restaurants, bars, and creative outlets that are serving as a substitute.

Before getting into Commercial Real Estate I was a Yogurt-Swirler at GoldenSpoon for a few weeks. I then retired from swirling and toured the country a few times over in a van with a hard rock band. It was an amazing time and I am glad I was able to have those experiences. I have been playing drums (irritating my neighbors) since I was 10 years old.

I am a huge fan of The Anaheim Ducks, steak and eggs, Sons of Anarchy, and exploring my new neighborhood. I am extremely excited about being a part of the MK team and I look forward to learning more about where I live, and the people I work with.

### Conrad Martin

Associate – Brooklyn Retail



## MEET THE NEW KIDS ON THE MK BLOCK

### Andrey Yanoff

First Vice President of Sales  
– Brooklyn



I am originally from Moscow, Soviet Union and have lived in the USA for 23 years. Back in Russia, I managed a jewelry production company after receiving my Masters in Economics. I have seen ups and downs doing real estate for 21 years now. I have good experience in REO, Short Sales, corporate property management, construction development, and traditional real estate leasing and sales. I am proud to be a part of such a great firm as MK, and I am looking forward to working along side with real pros of the real estate industry.

Hi! My name is Stella Lindsay Nicolas, I am very thankful for being a new member of the Massey Knakal family! I am 22 years-old going on 23 this upcoming March. I went to school in Syracuse, New York and oh boy is that a basketball loving city! Syracuse is home of the Orangemen the place that crafted the talents of a small player by the name of Carmelo Anthony! I attended Le Moyne College, a small Jesuit college also really big on sports including basketball. While in college I was apart of any club that had to do with movement because I love to dance and perform. I was a member of my school's dance company and dance team where we would perform at each home basketball game and event. I do have my heart set on auditioning for either the New York Knicks' City Dancers or the Brooklyn Nets' "Brooklynettes" so in the near future look out for me on the court during half time!

### Stella Nicolas

Administrative Assistant  
– Manhattan



### Jessica Brens

Administrative Assistant  
– Manhattan



I am 25 years old born and raised in the North Bronx. I am obsessed with watching sports (keyword watching) from cricket to soccer and all in between! My favorite sports player is Rajon Rondo - Go Boston! My other favorite past time is travel. I'm a huge fan of finding hidden treasures right here in the states. I also enjoy meeting new people and learning new things about all the diverse cultures in the world.

## MEET THE NEW KIDS ON THE MK BLOCK

### Jacob Brichkin

Director -Capital Services – New Jersey



I am 26 years-old, born in Brooklyn and raised in New Jersey. Currently I live on the shore in Long Branch and yes it is exactly as you see on TV. I am the older of two and am a graduate of both Rutgers University and the Hess School of Business at Monmouth University.

Prior to entering the real estate and finance world, I began my professional career working for the United States Department of Homeland Security as a Federal Air Marshal. Working for the government gave me the opportunity to travel and explore the world as few get to do.

Aside from my professional pursuits, I enjoy swimming, biking, and running. This past summer I completed my first Ironman, right here in NYC.

### Roger Kapsalis

Director – Capital Services – Brooklyn



I'm turning 42 this March. I was born and raised in Bay Ridge, Brooklyn in a modern Greek-American family. We owned a small diner (shocking) which I worked in for as long as I can remember. As a result, I LOVE to cook. At 20 years-old I went to Wall Street and became a Stock Broker, but if I had to do all over again, it would've been culinary school. I travel to Greece, as often as I can, so I can wake up to a frappe and a view of the Mediterranean. Doesn't get much better for me!

### Lucy Ovalle

Administrative Assistant – Manhattan



I was born and raised in Manhattan. I enjoy everything about this city, except maybe transit and traffic. I attended SUNY Purchase College where I enjoyed swimming, performing and the arts. I have always been interested in Real Estate and last year I became a real estate agent. I am truly happy to be working in an industry that I desired and to be part of Massey Knakal.

## MEET THE NEW KIDS ON THE MK BLOCK

### Teddy Galligan

Associate – Manhattan



My name is Matthew Galligan, but before I was born my parents decided to call me Teddy (I still don't know why, but if I do find out you will all be the first to know). I am originally from Cohasset, Massachusetts where I lived until coming to Massey Knakal in December. I enjoy snowboarding, music and travel, but my true passion is the game of golf. My dad introduced me to golf at the age of three and I have loved the game ever since. I have been lucky enough to travel to many countries, but some of my favorite places are closer to home such as the Island of

Nantucket, Ludlow, Vermont and New Orleans, Louisiana. I look forward to a new challenge here at Massey Knakal and enjoying what New York City has in store.

I love the beach. I spent my early years in Forest Hills, Queens but my family rented a bungalow near the beach for the summer months. I then moved to the south shore of Long Island and have many great memories of riding my bicycle to the beach with my friends and hanging out. During my college years at New York University, there were many times after a long day of classes when I would ride my motorcycle to the beach to jog on the boardwalk, swim in the ocean and then watch the sun set. The calm and serenity of those experiences helped me deal with the challenges associated with losing my Dad when I was 19.

My wife and 2 daughters love the beach as much as I do. While we love to travel around the world, we also spend a lot of time at our summer house on the South Fork of Long Island playing games, bike riding, sitting at the beach. My wife and I love taking our little dog Riley on long walks. We love to make barbecues and invite lots of family and friends over.

I especially like the outdoors no matter the time of year and am happy no matter what I'm doing. I love to take walks with my wife, fix things (I'm very handy), bike ride, garden and explore different towns and neighborhoods where I can go antiquing.

I love to give back to my community and to other people. I am Chairman of the architectural board in the village where I live, was the assistant coach of both of my daughter's basketball teams, and really enjoy mentoring people. I love real estate and history, especially if it is about old New York. My family and I enjoy contributing our time and effort to help those that are less fortunate than us.

I'm so happy to have found a home at Massey Knakal as it is truly an incredible company. It is an environment filled with great people and a dynamic, supportive culture where self improvement is encouraged and excellence is expected - all while supporting individualism, fun and family values.

### Todd Korren

Executive Managing Director  
– Manhattan & Retail



— MEET THE NEW KIDS ON THE MK BLOCK —

**Adam Ecker**

Associate – Brooklyn



I grew up in Westchester and developed a passion for real estate at a young age. In addition to my father's daily job of selling windows, he would develop houses. Growing up I would always go with him to drive by properties and check out work sites. Sometimes I would even help out with decision making. When Latrell Sprewell was traded to the Knicks he moved into a house my father built, and I happened to have chosen the color brick that was used. I must have been 10 years-old at time. Other than real estate, my passions are snowboarding and golf. I currently live in the East Village with two of my good friends from school. I graduated from Indiana University and am a big Indiana Hoosier basketball fan and proud alumni.

I consider myself an avid outdoorsman (at least when the weather allows it), and enjoy anything that can get me out into the wild. Some of my favorite outdoor activities include central park jogs, hiking, snorkeling, scuba diving and pretty much any water sport. I also enjoy hunting (yes vegetarians can hunt!) and target shooting when I can. In addition, I also enjoy playing soccer, basketball (for a guy my height I should better) and when I have the opportunity some Cricket too. In the near future, I plan on fulfilling a life-long dream of earning my wings and becoming a licensed pilot.

When not being outdoorsy, I enjoy watching HBO's 'The Sopranos' and 'The Wire'. More recently, I've become a really big fan of AMC's 'Mad Men' – maybe working on Madison Ave has something to do with that. On Saturdays and Sundays, I'm pretty much glued to the TV watching Serie A football (soccer), hoping that my favorite team Juventus FC can notch up another win. Otherwise, I love going to Central Park or my local Starbucks and reading a good book. Favorite genres include bios of the founding fathers and anything on ancient history, particularly military history.

**Omar Ferreira**

Associate - Capital Services - Manhattan



# A LOCAL'S GUIDE - CHELSEA

**By Brock Emmetsberger**

**HIGH LINE:** A lot can be written about what has become Chelsea's number one attraction. An old elevated railroad that shuttered in 1980 and was slated for removal in the late 90s now snakes through over 350 galleries and a collection of restaurants and retailers from the Meatpacking District to West 30th Street between Tenth and Eleventh Avenues. ([thehighline.org](http://thehighline.org))

**BILLY'S BAKERY:** They have my picture on the door since I have been known to wipe this place clean of frosting. One generally does not have to fight the hordes of tourist a la Magnolia Bakery to enjoy baked goods that are arguably better. (184 Ninth Avenue, [billysbakerynyc.com](http://billysbakerynyc.com))

**TIA POL/EL QUINTO PINO:** Original Basque tapas found in this tiny nook on Tenth Avenue. The wife's personal favorite and surprisingly easy on the wallet. For an even smaller less conspicuous spot, try El Quinto Pino on West 24th. Literally just a marble bar, about 12 barstools and a server slinging small dishes. (Tia Pol – 205 Tenth Avenue, [tiapol.com](http://tiapol.com) El Quinto Pino – 401 West 24th Street, [elquintopinonyc.com](http://elquintopinonyc.com))

**STELLA'S PIZZA:** I think it's the garlic in the sauce that makes it just right. For a while the guys running this place thought I lived upstairs since I was there so often. It wasn't until they delivered to my apartment that the workers realized that I didn't live upstairs and that I had an existence outside the hours of 2-4am. (110 Ninth Avenue, no website)

**ROCKING HORSE CAFÉ:** Don't order margaritas from this place and expect to go to work the next day. Great Mexican food and always a lively atmosphere. Sidewalk seating provides the best theater for Chelsea people watching. (182 Eighth Avenue, [rocknghorsecafe.com](http://rocknghorsecafe.com))

**CHELSEA MARKET:** I could write a whole "Local's Guide" just about Chelsea Market because there's an afternoon's worth of activities to do there. The Chelsea Wine Vault was the original retailer in Chelsea Market and initially only wanted the cellar to warehouse one of the largest private wine collections in New York City. Developer Irwin Cohen said he would only make the deal if they took out a store front as well. The rest is history with Chelsea Market becoming the neighborhood's retail center and the Wine Vault which is the most comprehensive and non-pretentious place to buy wine on the west side. Also recommended in Chelsea Market are the Lobster Shop, Artisen Cheese Place, Amy's Bread and The Tippler, a speak-easy style bar that can be accessed only from West 15th Street. (75 Ninth Avenue, [chelseamarket.com](http://chelseamarket.com))



High Line



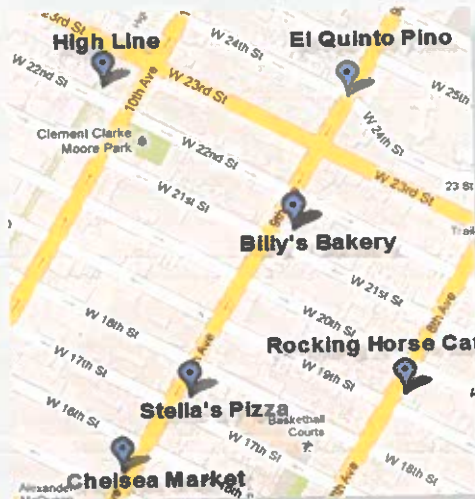
Billy's Bakery



Rocking Horse Cafe



Chelsea Market





## A LOCAL'S GUIDE -WOODLAWN, THE BRONX AKA "LITTLE IRELAND"

By **Caroline Hannigan**

**THE HERITAGE** – A great bar restaurant for any meal, and a night out. The full Irish Breakfast is a must, but if you go for dinner, indulge in the brown bread and order a burger, along with a pint of Guinness or a bottle of Magners. Top the meal off with either the fried Snickers or the Cadbury crunchy cheese cake. It's a great spot with friendly people, delicious food, and live music. Sunday evenings are a must for a good old traditional seisiun with Jameson's Revenge, one of the best Trad-Irish bands in New York! And if you find yourself in Woodlawn on a Thursday night, be sure to stop in for "Trivia Night" hosted by Massey Knakal's very own Dan Doherty! (960 McLean Avenue, [heritagebarandrestaurant.com](http://heritagebarandrestaurant.com))

**J.P. CLARKE'S SALOON** – A great bar to enjoy an evening out, especially in the outdoor beer garden, or to watch a sporting event. Since 90% of the population in Woodlawn is actually from Ireland, every single bar in the neighborhood shows the Irish sports of Gaelic football and hurling, as well as soccer games, but it's also a good spot to watch some American football and baseball. If you're looking for a cultural experience, pop into any one of the bars on McLean Avenue (and Katonah Avenue) to watch a Gaelic or hurling game. It's fun to see everyone sporting their county jersey! (947 McLean Avenue, no website)

**VAN CORTLANDT PARK & GAELIC PARK** – Woodlawn is separated from Riverdale by Van Cortlandt Park, the fourth largest park in New York City. The park features tennis courts, sports fields, a golf course, basketball courts, a swimming pool, fishing, and hiking and biking trails. Gaelic Park is actually in Riverdale, but is the home to the New York Gaelic Athletic Association, which hosts Gaelic football and hurling games. The best time to go to Gaelic Park is for the Connacht Senior Championship in early May, when one of the county teams from the West of Ireland comes out to play the New York team. Nearly 3,000 spectators come out to enjoy the game, music, and the bar scene. It's definitely worth it! (Gaelic Park: West 240th Street and Broadway, [nycgovparks.org/parks/vancourtlandtpark](http://nycgovparks.org/parks/vancourtlandtpark))



**ANGELICA'S BAKERY** – It has the best Irish scones in town. They are more like a dessert scone, and are baked fresh daily. If you like soda bread, then you must try these scones. They are best toasted, with butter! (4315 Katonah Ave, no website)

**THE RAMBLING HOUSE AND RORY DOLANS** – Two great bars that are go-to spots after a Yankees game, or any sports game. These bars get packed with New York fans in their gear ready to celebrate the night away. They also have great live entertainment, and are especially packed when the local favorite, Shillelagh Law, comes to play. Rory Dolans also hosts many outdoor neighborhood BBQs and festivals in their beer garden. The Rambling House hosts Sunday seisiuns as well. (Rory Dolans - 890 McLean Ave, [rorydolans.com](http://rorydolans.com)) (The Rambling House - 4292 Katonah Avenue, [ramblinghouse.com](http://ramblinghouse.com))

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The Heritage



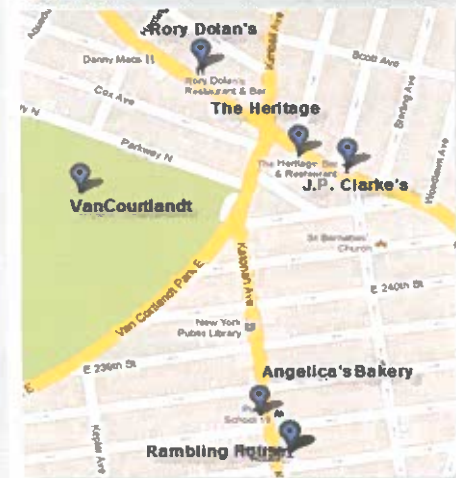
J.P. Clarke's Saloon



Gaelic Park



The Rambling House



# A LOCAL'S GUIDE - UPPER WEST SIDE

By Dylan Murphy

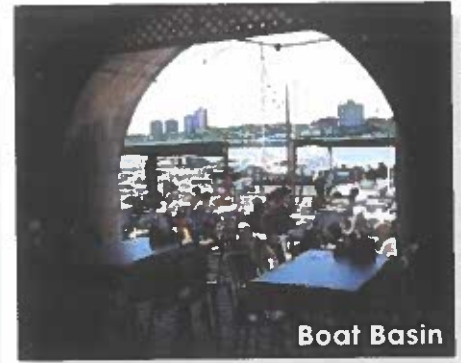
**79TH STREET BOAT BASIN** – Although incredibly packed on Friday and Saturday night, any other time this is my favorite spot to relax by the river. Between stunning sunsets, beautiful boats and an almost decent burger, this is a perfect place for a quick bite to eat or a glass of wine by the water. Expect at least a 30 minute wait on the weekends... but worth it. (Riverside Park and West 79th Street, [boatbasincafe.com](http://boatbasincafe.com))

**BROTHER JIMMY'S BBQ** – This is unquestionably my favorite BBQ spot on the UWS. On Monday nights they have an All-You-Can-Eat Wings, Rib Tips and Bud Draft for \$16 that can't be beat. I asked my wife to become my girlfriend nearly ten years ago at this spot over one of their famous "fish bowls"... essentially a bunch of different liquors, 50 straws and a plastic alligator filled with grenadine in a fish bowl. They also have great live music... occasionally our very own Cameron Mitchell plays a gig there. (428 Amsterdam Avenue, [brotherjimmys.com](http://brotherjimmys.com))

**WINE AND ROSES** – My favorite date spot – this is a tiny wine bar with simply incredible small plates. The music is ambient and romantic and the staff is attentive without being intrusive. Order the filet mignon flatbread pizza or the truffle mac and cheese and explore their wine list. While I don't quite have the palette to truly appreciate it, they received the Wine Spectator "Award of Excellence" for 2007 – 2011. (286 Columbus Avenue, [wineandrosesnyc.com](http://wineandrosesnyc.com))

**CENTRAL PARK RESERVOIR** – You can find me running here at least three days a week. The 1.58 mile loop is a perfect escape from the hustle and bustle of Manhattan. At any time of day, the views of Fifth Avenue, Central Park West, and Midtown Manhattan are simply amazing. I have seen dozens of celebrities run here over the years including Christopher Walken just a few weeks ago... walking slowly. ([centralparknyc.org](http://centralparknyc.org))

**CHILDREN'S MUSEUM OF MANHATTAN** – Because I don't have any kids yet, I was always stumped at what to do with my niece and nephew when they are in town, and then I found the Children's Museum. This surprisingly large space is filled with fun ostensibly educational exhibits for kids that they can climb on, crawl in, push, pull, hit, twist, and bring to life. Also packed with children from all over the city, this is the ideal place to turn your little ones' frowns upside down. (212 West 83rd Street, [cmon.org](http://cmon.org))



Boat Basin



Brother Jimmy's BBQ



Wine and Roses



Central Park Reservoir



Children's Museum Of Manhattan

## MASSEY KNAKAL –

# *The Family Grows...*



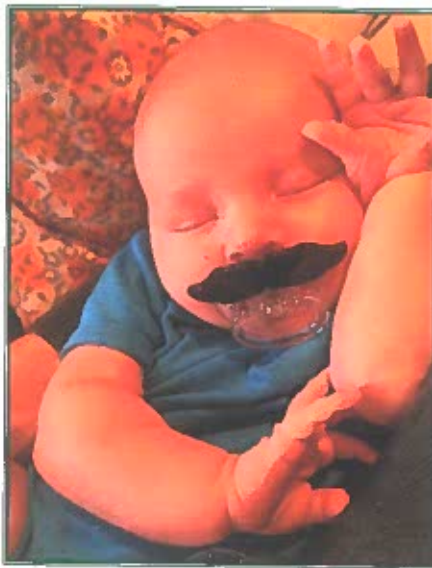
Brian & Cristie Sarath  
welcomed their first child,  
son *Jack*



Nick & Elena Petkoff  
welcomed their second child,  
daughter *Angelina*.



Preston & Marcella Flammang  
welcomed their first child,  
daughter *Riley*



Hall & Caroline Oster  
welcomed their first child,  
son *Wellesley*

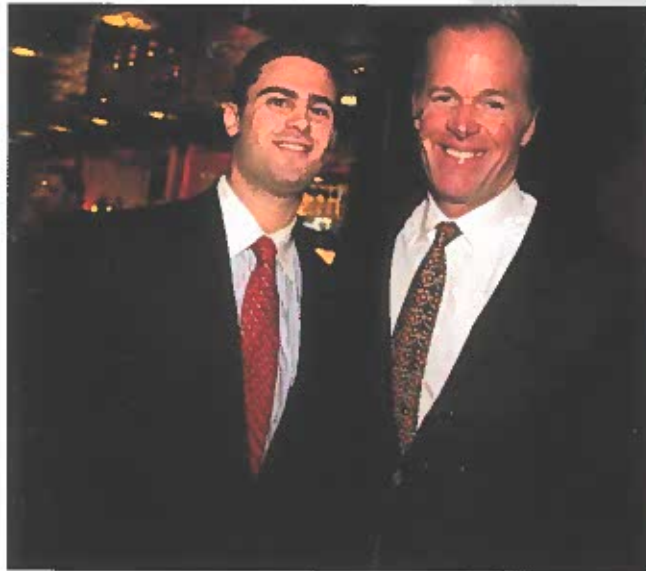


Tom & Nicole Gamming  
welcomed their third child,  
son *Thomas*

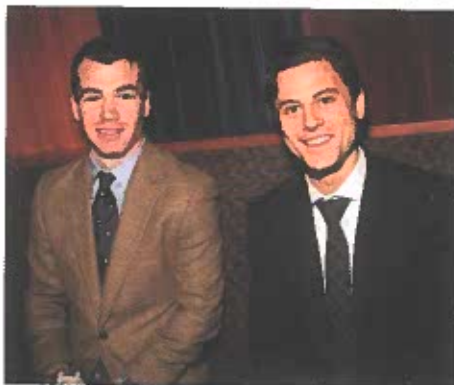


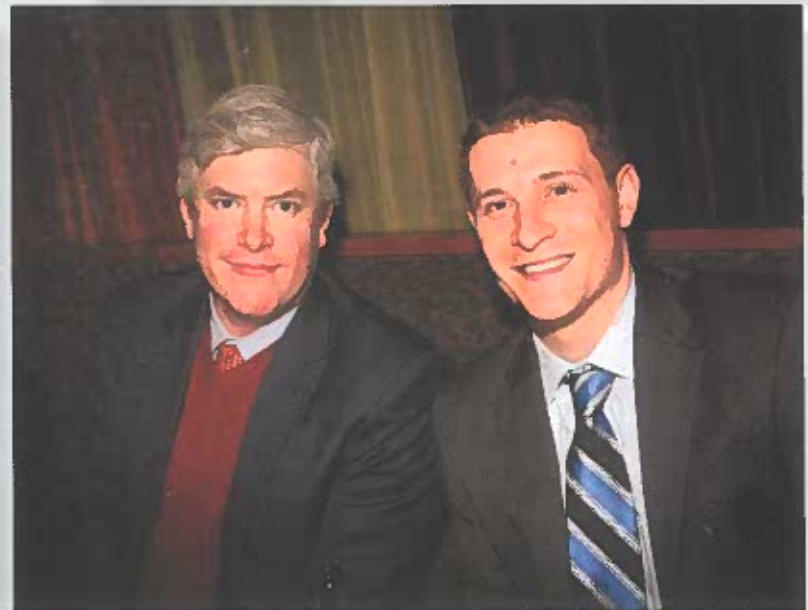
# MASSEY KNAKAL Awards Ceremony JANUARY 2013













## SPOTLIGHT ON ELYSA BERLIN

You're an accomplished saxophone player. When did you start playing? What was your proudest performance/accomplishment as a musician?



When I entered the 5th Grade (which was my last year in Elementary School) each student had to select an instrument to play. Band

was a requirement in my school and we had to take it two times a week. Although I wasn't very interested in learning how to play anything I selected the Alto Saxophone by process of elimination – the sound of the flute, clarinet and French horn bothered me, the drums were for boys and there was no way I was playing the trumpet (do you ever see the faces trumpet players make?... ) so that left the Saxophone. My best performance was my Jazz Solo in 12th Grade in which I received a standing ovation. My proudest accomplishment was when I received one of the highest scores (I think it was a 96 out of 100) in the NYSSMA (New York State School Music Association) solo competition.

You're an expert on albatrosses, one of the largest flying birds... please explain.

I came home from finishing my junior year at JMU and had grand plans to sunbathe in my backyard for five weeks before I started my summer internship. Those plans were thrown out the window about 24 hours after my arrival home. As I was enjoying my morning coffee my dad came downstairs and told me that he was sending me and my sister



to New Zealand for a month to bond. He had booked our flights and were leaving the following Saturday! The program was through the University of Georgia and part of our trip was taking two classes in the "Environmental Sciences of Species Indigenous to New Zealand". Well...guess what?! Albatrosses are one of those species indigenous to New Zealand. We had a teacher that was obsessed with these birds (she even looked like one of them) and for four weeks I had to listen to her lecture about Albatrosses. Did you know that they actually do a "mating dance" and only mate with the same partner for life? They truly believe in monogamy and only lay one egg at a time!



It's clear that you love working in Real Estate but what would you want to do if Real Estate didn't exist?

It's really hard to think about what I would do if Real Estate didn't exist. I probably would have done something in the health and beauty field. If Real Estate didn't exist tomorrow I would probably become a Soul Cycle instructor! I love going to Soul Cycle and if I didn't care about making money that would be a perfect job for me.

I hear you are mob royalty?

So if you believe my second cousin (my mom says he's not all there) I am in fact the great-granddaughter of a Made Man (I will leave out his real name) who ran a crew out of Bensonhurst, Brooklyn from the 1920s – 1960s. When my mom was growing up it was a long running joke trying to guess what Grandpa did for a living. My great-grandma said he was a carpenter but there were never any tools in the house. In his later years he would put a suit on every morning but never went to a job!



My great-grandpa died in 1968 and left a trunk in the basement which my great-aunt said was empty. When she passed away,

we went through the trunk and it turns out the trunk was full of all my great-grandfather's memorabilia including a photo of our entire family and his business associates at his "Made Man" ceremony. Back in those days they let you take pictures of them voluntarily! I always wondered why I had such a fascination with Gangsters at such a young age. It's not normal that one of my first crushes was Ray Liotta in Good Fellas! (although he turned out to be a rat).

What have you learned from Bob over the years?

Unlike other companies we really operate as a family here. BK has taught me many things, but the most important thing I have learned from him is that you have to love what you do. Bob truly loves selling buildings which is why he has been so successful (he's also brilliant too which helps a lot). Additionally, I have learned how to value real estate not only in NYC but anywhere which is a skill set that is irreplaceable and I can use it throughout the rest of my life.

We all know you hate the cold weather and take lots of vacations to get out of the cold. What is your favorite vacation spot?

Every year I hate the cold weather more and more. Many of you who work in the Manhattan office have seen me come in with my long furry coats which keep me warm! This winter I spent a lot of time down in Florida, particularly Miami Beach and Fort Lauderdale. The Fountain Bleau and the new W Hotel are both great places to stay. I wish I could convince Bob to open up a Miami office! Someday I would like to have a condo down there.

## SPOTLIGHT ON DAVID CHKHEIDZE

You founded an English school in Georgian's eastern province Lagodechi and hired your brother as an English teacher. Can you tell us more about this project? Why did you decide to start a school? What's your 10 year vision for this project?

The school was designed to teach underprivileged kids from age 5 - 16 years old for free so they could have a better future. The school is growing and I hope with help from my friends that I can expand to other non-English speaking villages. The project is going very well, my brother became a very good English teacher. I am happy to have the opportunity to help underprivileged kids learn a foreign language. In addition to teaching at the school, my brother Irakli Chkheidze is giving private lessons as well. As I mentioned, I want to expand the school to other provinces of Georgia and I hope I can do that in coming years!

How many languages do you speak?

I speak and write English, Georgian and Russian fluently. I know some German, French and Spanish.

What was the hardest language to learn?

German, it is a very strong language, I was accepted to study at Berlin University but at the same time I got a US Tourist Visa and preferred the US over Germany. I still remember some German.



**MASSEY  
KNAKAL**  
Realty Services



Georgian is a visually beautiful language. Can you write something for us?

“ქართული დამწერლობა“  
Georgian Alphabet.

When and why did you move to the US?

I came to the US in February 17th of 1998 in search for a better and brighter future for me and my family. I am proud to say that in 2005 I was able to move my parents to the US.



What is your favorite thing about New York City? Something that Georgia doesn't have...

My favorite thing is that in 15-60 minutes I can be in Chinatown, Little Italy, Koreatown, Harlem, Spanish Harlem, Brighton Beach and many other neighborhoods. We can experience different cultures, have authentic food and more! This is something that no other city in the world can offer. I think we are blessed to live and work here.

You've been in New York for a while now. When did you feel like you were a real New Yorker?

Good question, I am here 15 years now, I think after being here 10 years I felt that I was born and raised here in New York.

Regardless of where we travel, whether it is in China, Dubai or Caribbean, after a week I want to come back to New York. I love this City! My wife and I go to different neighborhoods, walk around, study retail markets, go to different cafés and restaurants. I love every part of Manhattan differently, I love the energy the city offers to us. I feel the whole world lives in New York City.

You are an avid traveler and have been to 15 countries. What's your favorite place in the world (excluding Georgia)?

My favorite place is the United States of America!

You are very familiar with the Upper West Side since it's your territory and you just recently moved there. What are your favorite places on the UWS?

Yes, we (my wife and our French Bulldog) live on the Upper West Side. Other than Riverside Park and Central Park, our favorite places are Café Du Soleil (2723 Broadway at 104th St), Cilantro (485 Columbus Avenue, btw 83rd and 84th) and Five Lamps Tavern (2756 Broadway btw 105th and 106th).



Last year you got married at ICSC – how will you top this year's trip?

It will be hard to top my marriage but I am looking forward to meeting landlords from my territory and getting hired to lease their properties!

What are your brokerage goals for 2013?

To lease as many retail stores as possible and originate building sales and financing.

The logo consists of the words "MASSEY" and "KNAKAL" stacked vertically in a bold, white, sans-serif font. The text is contained within a dark green, horizontally-oriented hexagonal shape with slightly rounded corners.

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