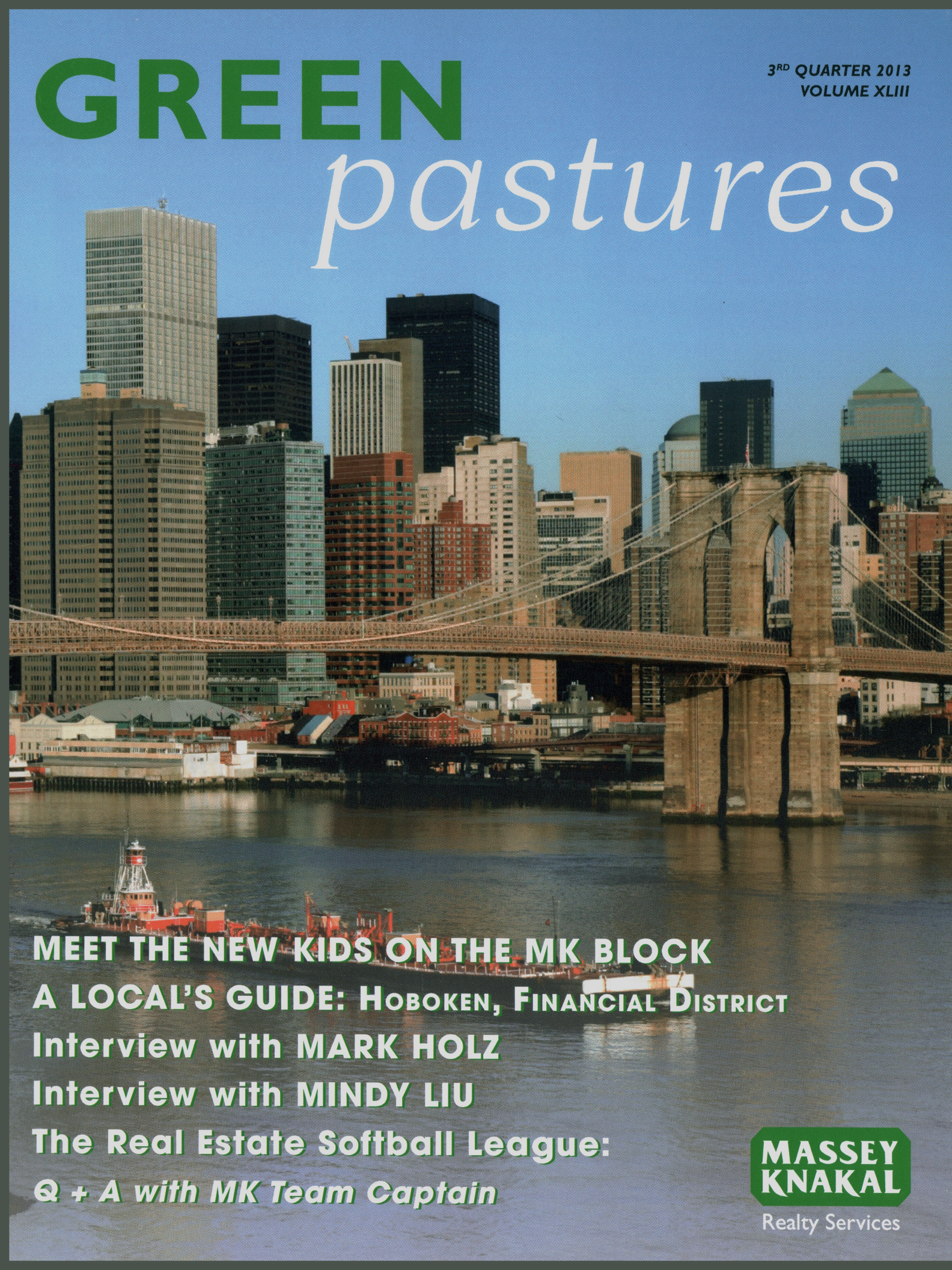


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VOLUME XLIII

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MEET THE NEW KIDS ON THE MK BLOCK
A LOCAL'S GUIDE: HOBOKEN, FINANCIAL DISTRICT
Interview with MARK HOLZ
Interview with MINDY LIU
The Real Estate Softball League:
Q + A with MK Team Captain

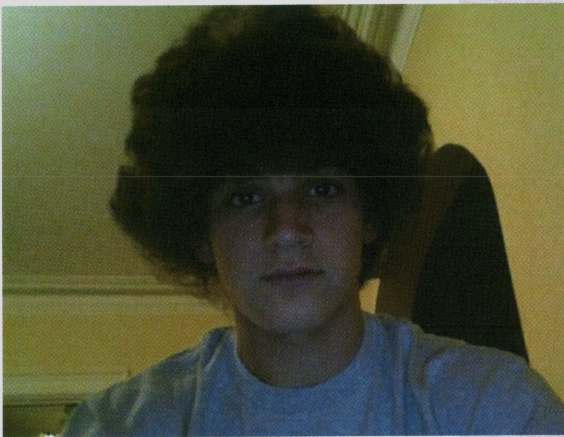
**MASSEY
KNAKAL**

Realty Services

MEET THE NEW KIDS ON THE MK BLOCK

David Shalom

Associate - Manhattan



I am 20 years old, and come from a big Jewish family. I'm the fourth of six and one of five boys. Growing up in a house with five boys is probably exactly how you are imagining it. Never a quiet moment or empty seat at the dinner table. I was born and raised in Brooklyn, but now live in Chelsea. I am a very big sports guy, love watching the Knicks and Jets. I've also been playing basketball and football for as long as I can remember. Might have a little to do with me being extremely competitive. All challengers welcome...

Before I joined Massey Knakal, I lived in Israel for a few months with friends I knew pre grade school. At first I wanted to join the army, aside from being too young, this didn't sit

so well with mom and dad. Instead I was exploring the country of my heritage and enjoying the life of a young man with no worries. From the amazing beaches and bars in Tel Aviv to the Western Wall in Jerusalem, we did it all.

Patrick Frame

Director – Capital Services – Manhattan

I was born and raised in Manhattan on the Upper West Side where my folks still reside. I'm half WASP. and half Colombian as well as native speaker of Spanish. The latter has helped me in my travels in South America as well as various Central American countries where I worked with the Christian Brothers missions. Growing up I went to Dwight followed by high school at Fordham Prep in the Bronx, located on Fordham University's campus (Where I would eventually receive my B.A in economics). So far Massey Knakal has been a great experience and I suspect my experience will not change over the coming years. All the people are extremely welcoming and helpful making my transition to the company less like the feel of being a transfer student in a new school. I was a division I swimmer in college and was 1st team all county in Westchester during high school. It is that competitive attitude and discipline that I hope to harness here at MK. My current interests are cycling around Central Park in the spring and summer, and swimming on Asphalt Green's masters' team in the winter. Don't ask about my running, two out of three "ain't bad". Other interests include American History, specifically American colonialism, the revolutionary war, and dozing off on the beach. I'm almost positive there is a correlation there.



MEET THE NEW KIDS ON THE MK BLOCK

Andrew Berry

Associate - Manhattan



I am 23 years-old and I recently graduated from Bates College in the spring of 2013. I was raised, with my seven brothers and two sisters, in Westwood, MA. Yes, we are Irish-Catholic. Since day one, we have always been trying to find ways to compete with each other in various athletics. Hockey and lacrosse have been mainstays in the Berry household, and I was lucky enough to extend my lacrosse career to the collegiate level.

I would much rather walk down a dark alley in the middle of the night than be within ten feet of a spider, cockroach, snake, or rat. I love to ski in the winter, and I have a love-hate relationship with golf. I studied abroad for a semester which taught me how to become more independent and I was a male nanny (manny) for two summers which taught me the best place in Wellesley, MA to get a slushie.

I have known I wanted to work in commercial real estate for a couple years now, and I am excited to have joined the Massey Knakal team. I look forward to working with all of you.

Bill Sharp

Capital Services - Brooklyn



Hailing from Detroit, Michigan, I would say life has been quite an adventure for these first 30 years. The youngest of two, I grew up playing sports (football, basketball, track) and have always had a passion for traveling and experiencing new things. Whether it was the semester I spent in France or the many cities I've worked in or passed through, there are many stories of those experiences I'm always eager to share. I recently moved to Brooklyn from the DC Metro area, where I spent a good part of the last four years trying to understand how the government really works (still confused). I like keeping myself busy with working with non-profits, outdoor activities in the summer (golf, water sports, family BBQs), and attending live concerts and festivals.

MEET THE NEW KIDS ON THE MK BLOCK

Andrew Posil

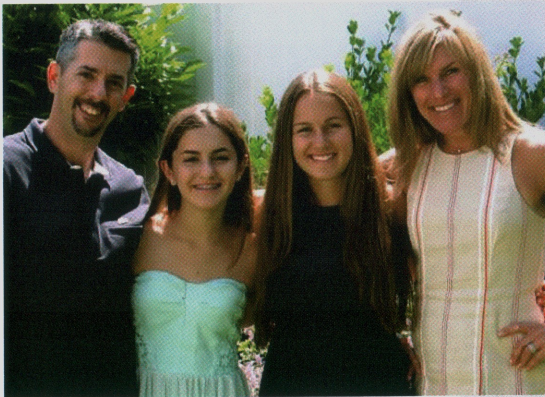
Director of Sales, Hospitality - Manhattan



I am excited to be part of the Massey Knakal team where I am focused on developing our hotel sales platform. I'm hoping the new product specialty will give me the chance to work with many of our territory experts and to collectively grow this line of business. Although I'm based in the Manhattan office, I plan to spend some time in each office to get to know the team and to work with hotel owners across the MK footprint. On a personal note, I am originally from Baltimore and I enjoy sports, traveling, and spending time with friends. I'm also happy to be living in New York for the first time and am still amazed by the energy of the city.

Debra Cohen

Director of Sales – Nassau County



I'm a networker by nature with a passion for real estate and Massey Knakal felt like the perfect fit for me the second I walked in the door. I've spent the past 17 years running a home improvement contractor referral business from home and raising my two daughters. I started my business from my basement with a \$5000 loan from my husband's retirement savings plan and grew it into a cottage industry nationwide grossing more than \$4 million. (My husband says "I'm the best investment he's ever made!") Before I had children I was the VP of a Spanish-language aviation magazine and travelled worldwide to exotic destinations like Chile, Bolivia,

Paris, London and Brazil on a regular basis. My husband (Charles) is a HS Science and Psychology teacher as well as a golf coach. My oldest daughter (Emily) is a Senior in High School and was offered a scholarship to play Lacrosse at Binghamton University. And, my youngest daughter (Sophie) just started High School. Needless to say, I'm immensely proud of both of them. As for relaxation, exercise is my passion as well as my mental escape and it's a non-negotiable hour of my day. I also love spending time at the beach with family and friends. Thank you to everyone at MK for the wonderful welcome!

MEET THE NEW KIDS ON THE MK BLOCK

Charlotte Myers

Associate - Manhattan



I'm thrilled to be the newest member of Team Knakal in the Manhattan office. I was born in Darien, Connecticut, and lived in the same house my entire life. I graduated this past May from Colgate (I know- really original for Massey Knakal) and just moved to Gramercy. I have an older brother and younger sister and definitely suffer from middle child syndrome, which has fortunately honed my social skills and left me able to talk to anyone (I can't keep up with all the sports talk around here, though).

Travel is my greatest passion. I'll go anywhere at a moment's notice, and I love planning trips for both myself and other people (I'll seriously plan a trip for you if you ask). My love of international travel also means that I've gotten pretty much every infectious disease known to mankind, including malaria and a flesh-eating skin parasite. Interestingly enough, my greatest fear is hermit crabs. In addition to traveling, I also enjoy playing tennis, mixing cocktails, and exploring new restaurants and hotspots throughout the city. Diet Coke runs through my veins and my greatest fear about working at MK with a fridge full of DC is that I'll drink myself to death.

Bill Eisenhut

Director of Sales - Westchester

I grew up Upstate in Deansboro, NY, a small town just south of Utica. As kids, my sister, cousins and I spent our free time playing around our Grandfather's dairy farm. I took on my first after-school job at a car wash when I was fourteen.

I started at Union College in 2002 and majored in economics. I had a fantastic time "studying" abroad in Antwerp, Belgium. I also met my wife about a month before graduation (phew!). I'm an active member of Union's alumni network. After college, I spent two years at Albany Law School and one as a visiting student at Fordham Law. I passed the NY and CT state bar exams, and then went on to work as a trademark attorney at a law firm in Stamford, CT. One of the most noteworthy trademark registrations I worked on was the color yellow on Wiffle Ball bats.

My wife, Emily, and I live in Larchmont with our French and English Bulldogs, Gus and Maybelle. I'm extremely excited about joining the Massey Knakal team, and I look forward to getting to know everyone!



MEET THE NEW KIDS ON THE MK BLOCK

Solomon Mensah

Director of Sales – New Jersey



People always say I have the face of a 30-year-old but I'm 8 years older than that! I'm married to Belinda, a Registered Professional Nurse and we are blessed with two kids: Yehoda and Jedidiah. I'm also leveraged to my eye balls to Sallie Mae, thanks to my Duke MBA. To me, Massey Knakal Realty Services is my passport to financial freedom – work harder, play hard. Prior to Massey Knakal, I have had 10 years of professional experience in the pharmaceutical and medical device industries. My roles included sales/business development and marketing research.

My skill set revolves around the worlds of identifying business opportunities, prospecting for high value clients, and effectively closing deals. Divine Akaba, my ex-boss from Pfizer, described me as "...a consummate salesman, self-driven, innovative and committed to delivering on financial objectives" and Rajesh Kumar, a Portfolio Analyst, at White Mountains Advisors and a Duke mate, had these to say: "Solomon's "get-it-done" attitude, dedication to excellence, and the intense creative thinking that

he brings to the team projects are desired rarities." I wish to use my knowledge and experience, to deliver sterling results to MK and our clients.

In my spare time, I like listening to music, audio-books, socializing, going to the gym, public speaking, and contributing to community events – you know, that sort of thing!

When I was born, my parents had high hopes that I would become a doctor. During a routine blood test at the doctor's office, I fainted at the sight of my own blood. My parents thought it was a one-time thing... when it happened again we decided that a career in medicine was not for me. Luckily, I have a sister who can fulfill my parents' dream. After an internship at a real estate company in college, I knew I had found my true calling. After graduating Boston University in 2011 I moved back to New York and into the Lower East Side. Ryan Reszelbach and I are the only people living in the Lower East Side that don't have a faux-hawk or piercings.

I'm a total foodie and love to try new restaurants all over New York. When time allows, I'm a master chef in my kitchen. My specialties are Thai and Korean dishes (Red Curry Chicken and Bulgogi BBQ FTW).

I don't attempt to cook Indian food because it'll never be as good as my mom's. I've recently started going to hot yoga, however, I'm still as inflexible as ever. I'm excited to be a part of Massey Knakal and learning more about all of you!

Vijay Gogia

Associate – Manhattan

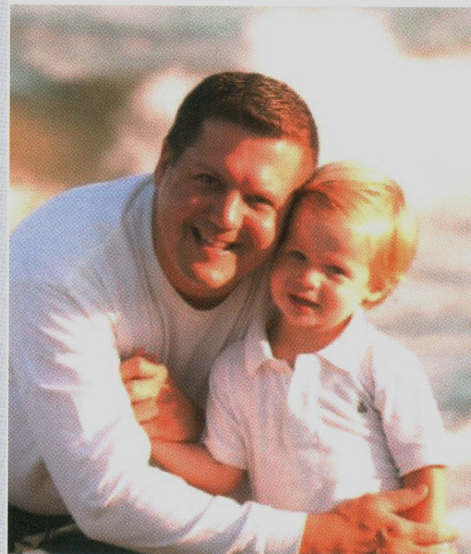


MEET THE NEW KIDS ON THE MK BLOCK

Kevin Osowiecki

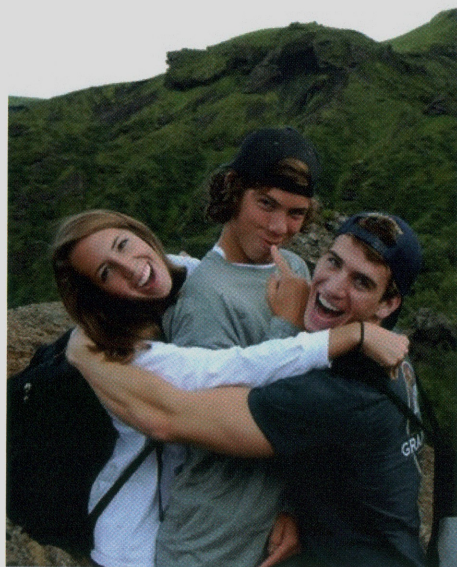
Director – Capital Services - Manhattan

I was born and raised in Staten Island, NY. I graduated from SUNY Oneonta with an undergraduate degree in Business and earned a Master's degree in Business Administration from Fordham University in 2001. After graduating from college, I moved to New York's Upper East Side and then Tribeca. I currently reside in the Financial District with my wife, Kathleen and our 4 year old son Nolan. My core background is in finance where I was an Equity Sales Trader at Citigroup and then held a seat on the NYSE for several years. I have always had a passion for real estate and finance. I am excited to be able to blend two of my interests, finance and real estate through the Capital Services division at Massey Knakal. When I am not working I like to ski, fish, golf, cook and anything that has to do with spending time with family. I am very happy to be part of the Massey Knakal team and look forward to a new and exciting career.



Marcus Jecklin

Associate – Manhattan



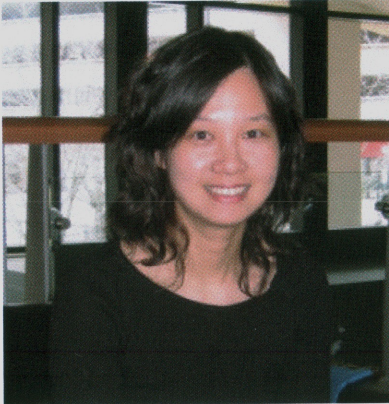
I grew up in Richmond, VA in a neighborhood by the river, so I've always loved water sports like wakeboarding and slalom skiing. I also have a passion for snowboarding. I used to attend an extreme sports camp on the summit of Mt. Hood, and I still try to make it out to Colorado (Beaver Creek) once per year with my family. When I'm not working, I'm usually working out. I participate in the sport of Crossfit, and am very dedicated to getting better. I finished my first Spartan Race last month, I am hoping to compete more often.

What else? I am the oldest of three. In high school I threw shot put and discus, did pole vaulting, and played lacrosse. I've broken 6 bones including my left thumb twice. One time, I rode my bike across the state of Iowa. My favorite places include Virginia Beach, the Outer Banks, and Brisbane, Australia where I studied abroad. In college I owned a bicycle rental business called Bears Bikes LLC and was a member of Sigma Phi Epsilon fraternity. In my dream world water slides would replace fire escapes as a mandatory means of egress.

MEET THE NEW KIDS ON THE MK BLOCK

Jiawei Wu

Director – Capital Services – Manhattan



My name is Jiawei. For people who don't know how to pronounce my name, I often say "the I is silent, or you can call me J, the letter J". I was born and raised in Shanghai and studied architecture as an undergraduate in Beijing. After pursuing a master degree at UMass Amherst, I worked as an architect and project manager in Boston. Not content of being just a technical person, I sent myself back to school for an MBA in Finance at Oxford and subsequently honed my financial analytical skills in London. Most recently, I moved to New York in search of a logical way to leverage both my background in architecture and finance. As I discovered Massey Knakal and its capital services team, the rest became history.

From the moment I heard about MK's territory model, I was very taken by it. In addition to giving the salesperson a unique 'thinking hat', it resonates well with the inner drive of anyone who aspires to be an expert in whatever they do. My assigned territory is SoHo, NoLiTa, Chinatown and Hudson Square. It's not a big territory, but has amazing diversity and complexity. The fact I live on a nearby street called Orchard makes it easier to walk my territory and experience it personally on a daily base. Furthermore, given my prior background in building construction, I see myself with a competitive edge in helping developers and builders with all their project financing needs, hence I consider that a promising extension of my primary territory. With mentorship and support from the entire capital services team and the firm at large, I want to underwrite as many commercial real estate loans as I can and become as good an expert as anyone in the field.

I grew up with nomadic, hippy parents who also subscribed to Depression Era logic when it suited them. I like to keep this tradition alive by giving people a single orange for Christmas and fully expecting them to be excited about it.

People always ask me if it was difficult spending my adolescence moving every 2 years, and I respond with a confident "nope." Sure, there were some initial anxiety-filled cafeteria moments, but once that part was over I had the good fortune to meet a lot of great people and to develop a knack for adaptability.

Due to my previously mentioned bohemian roots, optimism made me think moving to New York City on a whim would turn out like some Stevie Nicks song about a glamorous gypsy. This was not the case, but fortunately the childhood lessons on adaptability have helped a great deal.

Thankfully, I have started to put down roots in NYC: I met my wonderful fiancé here, and now I am working at a fantastic company. Basically, life is good and getting better by the minute. (But everyone is still just getting an orange for the holidays... it builds character.)

Jeanne Williams

Executive Assistant – Manhattan



MEET THE NEW KIDS ON THE MK BLOCK

Stephanie Mitchell

Associate – Manhattan



I am 22 years old, and was born and raised in South Florida. I just graduated from the University of Florida this past May with an accounting degree. After four years of crunching numbers, I realized I wanted a more upbeat, social occupation, and now I couldn't be any happier.

In addition to my schooling, I love to travel and have a dream of visiting every continent. I still have three to go. I also am an avid football fan. Every Saturday during football season you can find me at the bar watching the Gators game. Especially if the Gators are playing an SEC team, I will refuse to miss.

My greatest fears are sharks and the winter time. I moved up to New York with a wardrobe full of flip flops, shorts, and tank tops and had to trade it in for my first true winter coat and boots.

I spent most of my childhood in many different countries including Korea, Japan and Canada until my family decided to settle in a small suburban town in Connecticut. I initially had a culture shock living in a quiet suburb as the only fun things to do were to eat, sleep, and play golf. After a few months, I eventually grew fond of this lifestyle and decided to spend another four years in a peaceful town called Ann Arbor, where the University of Michigan resides.

After college, I worked at a small investment bank as an intern. Although it was an invaluable experience, I wanted to find a career where I could go out in the field and make a difference. Luckily, I got an offer from Massey Knakal and couldn't be happier to work with such lively, talented and competitive colleagues in the world of real estate. I have enjoyed my tenure at MK thus far and look forward to working here for many years to come.

Matthew Colantonio

Associate – Manhattan

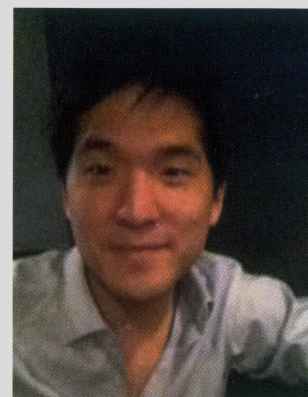


I am 24 years old, was born in the Bronx and have lived in Garden City, Long Island for most of my life. I enjoy spending my free time with my family out east on the Island, especially golfing and fishing. Currently, I am a frustrated Giants, Mets, and Knicks fan. I acknowledge that I was spoiled with the Giants during my college years from 2007 to 2011, so I keep quiet.

I spent the past winter working for Robert as an intern and it's been fun recently returning to Massey Knakal and catching up with all of the familiar faces and meeting the new ones. I love the pace and atmosphere here at MK and thank everyone for all of their help and guidance.

Michael Han

Associate – Queens



A LOCAL'S GUIDE - HOBOKEN, NEW JERSEY

By Craig Waggener

Hoboken, AKA "Mile Square City", or New York's "Sixth Borough" is a vibrant urban destination, embracing its rich history and offering considerable cultural, recreational and commercial development. It's also #1 in the Guinness Book of World Records for the most bars per square mile of any city in the USA. CNNMoney rated it the 2nd best place to live in America for the rich and single behind Newton, Massachusetts (umm, okay, where is that?). The birthplace of baseball in 1846 and Frank Sinatra in 1915, the city is known for its many festivals and breath-taking views of Manhattan. Hoboken is home to many known celebrities including NY Giants Quarterback Eli Manning, The Howard Stern Show's, Artie Lange, Comedian and Actor, Danny Aiello and Natalie Morales of NBC's Today Show.

Hoboken has long been known for their restaurants with some of the best Italian food, rivaling all of the Italian restaurants in NYC. Many of the family-owned restaurants have been around for half a century or more and offer BYO making them even more appealing. You will not go hungry in Hoboken!

- **LEO'S GRANDEVOUS** – Known for amazing old-school Italian food and essentially a shrine to Frank Sinatra—be sure to check out Old Blue Eye's favorite barstool hanging from the ceiling (200 Grand Street - www.leosgrandevous.com).
- **CAFÉ MICHELINA** – A hole-in-the-wall restaurant, easy to miss on the street, but one you will never forget! You can't go wrong with any of their parmesan dishes (423 Bloomfield Street - www.cafemichelina.com).
- **TRATTORIA SAPORITO** – Known for their incredible homemade pasta made fresh daily and upscale Italian fare. My favorite dish here is their squid ink pasta with crab meat alla vodka (328 Washington Street - www.trattoriasaporito.com).
- **JOHNNY PEPPERONI** – A great family-friendly brick oven pizzeria offering pizza by the pies and simple Italian fare. Any of their specialty pies are amazing, especially the Prosciutto & Arugula, and I always order the Sicilian Baked Cavatappi & Cheese to start with (219 11th Street - johnnypepperoni.com).
- **AUGUSTINO'S** – Make your reservations months in advance as they offer regular table seatings to their longtime customers, which are hardly given up! (no website - 1104 Washington Street)
- **ARTHUR'S TAVERN** – Although not Italian, Arthur's is a legendary steakhouse that is a Hoboken staple. You will be greeted with pickled peppers on the table, and can choose from many different cuts of beef from their menu. (237 Washington Street - www.arthurstavern.com)



Trattoria Saporito



Johnny Pepperoni



Augustino's



Arthur's Tavern



Carlo's Bake Shop

A LOCAL'S GUIDE - HOBOKEN, NEW JERSEY

For dessert, pick up some freshly filled cannoli, cookies, lobster tail, and other desserts at the famous **CARLO'S BAKE SHOP** (95 Washington Street - www.carlosbakery.com) — home of the hit TLC show *Cake Boss* and *The Next Great Baker*. If you prefer to not mingle with tourists, visit **SWEET** (343 Garden Street - sweethoboken.com) for seasonal cupcakes, cookies and brownies baked from scratch!

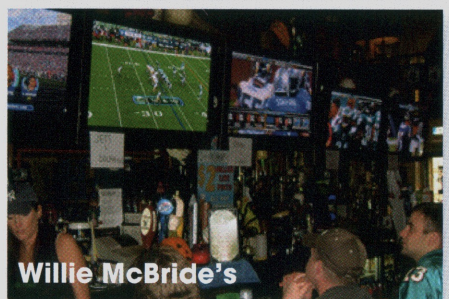
Before heading out to enjoy a picnic or relaxing at one of our many parks and waterfront piers including Church Square Park, Columbus Park, Elysian Park, Stevens Park, Pier A Park, Frank Sinatra Park or Maxwell Place Park, don't get started without picking up a cup of coffee at **EMPIRE COFFEE HOUSE** (338 Bloomfield Street - empirecoffeetea.com) for seasonal coffee roasts or a homemade latte.

Hoboken is not short on Italian Deli's, with every one of them claiming to be "the best" or makes the best fresh mutz, but here are a few of my tried & true favorites:

- **FIORE'S DELI** – Famous for their handmade mozzarella and Roast Beef & Mutz sandwiches. Phone in your Mutz order for the Holidays, otherwise you'll wait in a line out the door and wrapped around the corner. But, it's worth it! (414 Adams Street – www.fioresdeli.com).
- **LISA'S DELI** – Lisa's either makes everything from scratch or imports from Italy. You can't go wrong! (901 Park Avenue - www.lisasdeli.com).
- **BIANCAMANO'S** – A hidden gem in uptown Hoboken, where I'd be impressed if you finished more than half of your meal! (1116 Washington Street – no website)



There are way too many sports bars in Hoboken to name, but you can most likely find me at either of these during football season: **Willie McBride's**, **Texas Arizona**, **Wicked Wolf**, **Green Rock**, **Biggies**, **1Republik**, **Little Town New Jersey**, **Black Bear**, **Mikie Squared**, **10th & Willow**, **Madison Bar & Grill**, **Hoboken Bar & Grill**, **Village Pourhouse**, **McSwiggan's**, **Clinton Social**, **Hudson Tavern**, **Scotland Yard**, **Pier 13**, **The Turtle Club**, **Teak on the Hudson**, **Trinity**, **3Forty Grill**, **The W Hotel**, or **the Tilted Kilt**. Damn, I almost hit all of them. Maybe I have been living here too long?

**Pier A Park****Sweet****Empire Coffee House****Fiore's Deli****Willie McBride's**



MASSEY KNAKAL
Third Floor
275 Madison Avenue,
New York, NY 10016

MASSEY KNAKAL WINS REAL ESTATE SOFTBALL LEAGUE CHAMPIONSHIP FOR THE *FOURTH* TIME

MASSEY KNAKAL won the 2013 Real Estate Softball League Championship defeating Robert K. Futterman by a score of 7-5 at Heckscher Field in Manhattan's Central Park. This marks the fourth championship title for Massey Knakal in the past eight seasons.

There was a strong turnout from colleagues, family members and Central Park guests, who watched the Massey Knakal team regain the title that was previously won in 2006, 2009, and 2010.



Honorary first pitches were thrown out by CEOs Paul J. Massey Jr. and Robert Futterman. The game was overseen by league commissioner James Saunders, executive managing director at Newmark Grubb Knight Frank.

The Massey Knakal all-star team includes Michael Azarian, Darragh Clarke, Michael Gembecki, Eddie Gevinski, Jonathan Hageman, Cameron Mitchell, Clint Olsen, David Simone, Ben Starr, Brian Streilein, and Craig Waggner.



Q+A with Team Captain Cameron Mitchell

How confident were you going into the championship game?

Going into the championship game, I was pretty confident. The last few games we played were our best games of the season. We had lost a number of players from last year's team, and we got off to a slow start. However, by the end of the year, we were playing with confidence and felt that if we put our best 10 guys out there, we would have a great shot at winning.

How does someone join the team?

To join the team, three things are required: you have to be employed by the firm, you have to be a member of REBNY, and you have to have a "Y" chromosome. Yes, it's a male-only league. I know this sounds discriminatory, and maybe it is, but it is the rule of the league which has been around for 25 years.

When does the season start, and what type of commitment is required?

The season starts in May and the playoffs end in August. We play about 8 regular season games, and then there are 3 rounds of playoff games. Each year, I ask around and see who is interested in playing. We always have new guys interested who are really pumped to get out of work one afternoon per week and hang out in Central Park (I mean, really, that's not a very hard sell). We also have a number of dedicated guys who have played on the team for years. I've been playing for 8 years, and guys like Clint Olsen, Craig Waggner, and Jon Hageman have been playing even longer. We have great support from Paul and Bob, and because of that, it creates this atmosphere of wanting to well for yourself, your teammates, and your company. The support from the top trickles down through the levels, and really encourages participation in the company. Many companies (including an un-named "largest real estate firm in the world"), have had to forfeit games in the past because they didn't have enough players. I'm proud to say in my 8 years playing, we've never had to forfeit a game. That really speaks to the support of Bob, Paul, and all the bosses who let their guys play.

