

Overs to watch

COMMERCIAL REAL ESTATE



Suzanne Avena

Environmental practice co-chair, Garfunkel, Wild & Travis

Much of the law of this land concerns real estate and development – perfect for this environmental ace. Avena, the environmental chairwoman of the Nassau County Bar Association, is actively involved with real estate brokers and real estate development on Long Island. An expert in brown-fields legislation and how it affects construction, the attorney is also a member of Garfunkel Wild's finance and real estate group.



Scott Berfas

Associate director, Newmark Knight Frank

Berfas joined Newmark Knight's Long Island office in 2004 as an associate director. He has represented clients such as Citibank (at its 210,000-square-foot operations center in Meville), the Danaher Corp. (in its disposition of 180,000 square feet in Port Washington) and Merrill Lynch (with a 53,000-square-foot lease in Garden City). He also helped GreenPoint Bank and American Home Mortgage Corp., among other major firm and corporations, acquire new branch locations.



Kenneth Breslin

President, Breslin Realty Inc.; Vice president, Breslin Realty Development Corp.

Kenneth Breslin's father – Wilbur Breslin, founder of Breslin Realty – may be familiar to real estate watchers, but his son is also a key Island dealmaker. Kenneth joined Breslin Realty Development Corp. in 1986 as an associate broker and made vice president in 1990. He now runs the sales and brokerage division of Breslin Realty Inc., representing major retail clients including Home Depot, Wal-Mart and Toys 'r Us. He's also an attorney admitted to the New York and New Jersey bars.



Robert F. Sheehy

Executive vice president, branch manager, Cushman & Wakefield

Sheehy has consistently been among Cushman & Wakefield's top 100 brokers. He's now also responsible for business development and recruiting, while continuing to handle commercial leasing and sales for international clientele. Sheehy joined Cushman & Wakefield in 1998 after more than 20 years at ITT Corp., where he rose to vice president and director of corporate real estate. His clients include American Standard Company, Honeywell International and, yes, ITT Corp.



George Vinsky

President, GeoData Plus

As the Internet becomes the main source for real estate information, this software ace is at the center of new developments. He leads a firm that provides extensive real estate information for the New York Metropolitan area, including detailed property reports, sales comparisons and information such as digital maps and aerial and property photographs. Under Vinsky's guiding hand, GeoData also provides online data search tools to more than 500 appraisers, mortgage companies, investors and real estate agencies.