

SMITH & DEGROAT
COMMERCIAL REAL ESTATE
PROPERTY MANAGEMENT



27 EAST JERICO TURNPIKE ~ ~ 888 VETERANS MEMORIAL HIGHWAY
SUITE 2 SUITE 530

MINEOLA, NY 11501
516 .248.6905 Phone
516 .741.4587 Fax

HAUPPAUGE, NY 11788
631.761.9220 Phone
631-761.9221 Fax



***Smith & DeGroat Real Estate** is a well-established, full-service real estate firm active on Long Island and in the New York metropolitan area. The firm has been in existence for over fifty years providing quality service for it's clientele.*

***Smith & DeGroat, Inc.** was founded by Edward S. Smith, who has over fifty years of experience in the real estate industry. In 1949 he founded Edward S. Smith & Co., Inc. which specialized in real estate developing, planning and sales throughout Nassau and western Suffolk Counties. In 1955 Mr. Smith founded Smith & DeGroat, Inc. specializing in commercial real estate brokerage in Nassau & Suffolk Counties and the metropolitan area.*

Mr. Smith has served in varying government positions including Mayor of the Village of Mineola, Trustee of Village of Mineola, Commissioner of Nassau County Assessment Review Commission, Vice Chairman, North Hempstead Board of Zoning Appeals, Member of the New York State Conference of Mayors, and Director of the Nassau County Village Officials Association. In addition, he has been involved with several community organizations including the President of the Mineola Lions Club, President of the Mineola Chamber of Commerce, Honorary Chief of the Mineola Fire Department, Member of the Veterans of Foreign Wars, Member of the American Legion, and Member of the Knights of Columbus.



The associates of Smith & DeGroat Real Estate have broad experience in commercial real estate and property management. Areas of service include tenant and landlord representation, investment strategy, property acquisition and disposition, advisory and consulting services. One of the strengths of Smith & DeGroat is our ability to evaluate real estate in terms of highest and best use, feasibility and investment performance.

INVESTMENT PROPERTIES



Smith & DeGroat Real Estate combines the knowledge and resources of the company to provide a broad scope of investment transaction and advisory services to real estate investors. We are skilled professionals with the ability to provide financial analysis, risk analysis, asset review and due diligence. We provide solutions to enable our clients to make informed real estate investment decisions to maximize financial return.

COMMERCIAL PROPERTIES



Smith & DeGroat Real Estate aligns client business strategies with customized real estate solutions under local market conditions. With expert knowledge of local and regional markets we match the financial and operational needs of clients with appropriate real estate opportunities.

LAND DEVELOPMENT SERVICES



Smith & DeGroat Real Estate provides a full spectrum of consulting and brokerage services including site selection, land use analysis, appraisal, acquisition, disposition and ground leasing to our clients. Our real estate professionals have knowledge of local governmental, zoning and development issues.

FINANCIAL SERVICES



Smith & DeGroat has working relationships with various financial institutions and mortgage brokers to assist buyers with debt placement. As real estate professionals we continuously monitor the ever-changing mortgage market. We can determine the type of investment various lenders are targeting for their portfolio and help direct your situation to the most appropriate lender.

VALUATION SERVICES

Smith & DeGroat, through our affiliate company, Standard Valuation Services, Inc. provides real estate valuation and advisory services for all types of commercial, industrial and residential property. Expert analysis is available for due diligence, zoning, feasibility studies, investment analysis and cash flow forecasts. The company's principles are recognized and designated with the Appraisal Institute.

REAL ESTATE MANAGEMENT OF HISTORIC LANDMARK PROPERTIES

Smith & DeGroat Real Estate has been hired by Nassau County to manage the historic Landmark Properties. These properties consist of



over 50 residential and commercial units located in or on Nassau County owned property.



Units currently under Smith & DeGroat management include the Sands Point Preserve, Muttontown Preserve, Elderfields Preserve, Jericho Preserve and Tiffany Creek Preserve. Smith & DeGroat Real Estate, via aggressive management, has increased total rental income from \$313,850 to over \$1,000,000 per year – an increase of over 200%. In addition to increasing revenue, Smith & DeGroat Real Estate has been renovating these historic structures and preserving them for future generations.

REAL ESTATE MANAGEMENT OF MILITARY HOUSING



Ribbon Cutting at Mitchel Field



*County Executive Ed Mangano
Visiting Veteran Model House*

Smith & DeGroat Real Estate currently manages Military Housing in the Mitchel Field Complex in Garden City, New York. The complex consists of 42 two-family homes for Veterans and 18 single-Family homes for active military. Our role as property managers extends far beyond structural maintenance and renovations. We are committed to providing a safe environment for our Veterans. Our venture with Nassau County and the Veteran Affairs office enables us to house Veterans that are less fortunate with rents that are affordable.



Typical Single Family Elevation



Typical Duplex Elevation

PROFESSIONAL PROFILES

Matthew L. Smith is Chief Executive Officer of Smith & DeGroat. He has over 20 years experience in the real estate profession. Mr. Smith specializes in consulting and advising investors and property owners on all aspects of real estate. Mr. Smith is Past President of the Mineola Chapter of the Lions Club, Past President of the North Hempstead Century Club and Past President of Wheatley Hills Golf Club.

Martin Schackner is Director of Real Estate Management for the Nassau County Property Management Portfolios. He is a licensed Real Estate Associate Broker and Certified Public Accountant with an M.B.A. from St. Johns University. He has over twenty five years experience in the commercial real estate industry. As Chief Financial Officer and Comptroller for a Regional Commercial Real Estate Operator he assisted with the financial aspects of numerous dispositions, work outs, and a vast array of creative financing solutions.

Louis Santosus has been a New York State licensed Real Estate Salesperson for over 15 years. Mr. Santosus specializes in the acquisition, disposition and leasing of all types of commercial property in western Nassau County. He is a past Trustee of the Village of Mineola and past Chief of the Mineola Fire Department. Mr. Santosus' years in local government provide an expertise in zoning, planning and development issues.

Gina Coletti is a licensed Real Estate Salesperson with 25 years of experience in financial analysis and sales in the banking industry. She also has many years of Residential Real Estate Appraisal experience. Mrs. Coletti is currently the President of the Nesconset Chamber of Commerce and has been an Officer on the Board of Directors for the past 8 years. Mrs. Coletti's years in local government have included work on Downtown Revitalization Projects and an elected mentor of the Smithtown Industry Advisory Board. Mrs. Coletti is also the host of many network events for public officials, Legislators, and Suffolk County Executives.

Neal D. Peysner is a licensed Real Estate Salesperson with over 25 years experience in the real estate profession. Mr. Peysner specializes in sale and lease negotiations, investment consulting, asset management, foreclosure and asset recovery, market and feasibility analyses. Mr. Peysner also has advanced experience in property evaluation.

Andrew W. Albro has twenty five years of experience in the valuation of all forms of real property within the Long Island and New York metropolitan area, and actively advises municipalities, businesses, attorneys and individuals on real estate matters, including land use, leasing and sale strategies, and highest and best use analyses. He was appointed to the Mineola Master Plan Committee and currently serves as Vice President of the Long Island Chapter of the Appraisal Institute, holding this organization's MAI designation.

Marty Miller is a licensed Real Estate Salesperson with 15 years of experience in many phases of commercial real estate. He is a graduate of the University of South Florida with a Bachelor's Degree in Communications and Advertising. Mr. Miller was a member of the Greater Tampa Chamber of Commerce. He specializes in market and feasibility analyses associated with property procurement for shopping center development. He also specializes in lease negotiations, sales of shopping centers and out parcels, along with shopping center management and tenant representation. Mr. Miller was recently handling dispositions for a large supermarket chain. He is currently a member of the International Council of Shopping Centers.

Steven Morris is a licensed Real Estate Salesperson with extensive experience in the construction and maintenance of residential and commercial properties. He has experience in multi facets of real estate including but not limited to leasing, sales, marketing, and development. Mr. Morris is OSHA Certified and holds a Bachelor's Degree in Real Estate Investment & Development from Baruch College.

John P. Colbert is a licensed Real Estate Salesperson with over 35 years experience in business and corporate financial planning. Mr. Colbert specializes in applying his financial planning expertise to address property owners and investors needs to maximize financial returns via appropriate real estate opportunities. Mr. Colbert is a past Mayor of Mineola, former Chief of Staff to the Nassau County Executive, former Clerk of the Nassau County Legislature, and past Trustee of the Village of Mineola.

Edward S. Smith founded in 1949 Edward S. Smith & Co., Inc., which specialized in real estate developing, planning and sales throughout Nassau and western Suffolk Counties. In 1955 Mr. Smith founded Smith & DeGroat Inc. specializing in commercial real estate brokerage in Nassau & Suffolk Counties and the metropolitan area. Mr. Smith has served in varying government positions including Mayor of the Village of Mineola. Mr. Smith is a consultant with Smith & DeGroat.
