

## SAMUEL ROZZI

*Corporate National Realty, LLC*

Samuel A. Rozzi is president and chief executive officer of Corporate National Realty, LLC, a full service corporate real es-

tate advisory firm in Woodbury, which he founded in 1988.

Rozzi started his real estate career with a major Long Island brokerage firm where he was one of the first individuals to specialize in the suburban office space market.

In 1973, Rozzi was a founding partner of a Long Island-based commercial industrial real estate firm where he managed and directed a staff of more than 20 brokers and salesmen in their day-to-day business activities.

Rozzi's business base expand to a national level in the early 1980s and has since represented many Fortune 500 firms in all facets of their corporate real estate in almost every major city throughout the United States.

Nassau and Suffolk Counties have experienced unprecedented changes in the value of commercial real estate over the course of the last four years, Rozzi said.

"In general, today office buildings are worth 40% to 50% of the sale prices, which were attained prior to the recession," he said.

"While Long Island's vacancy factor for office buildings hovers at slightly over 10% and while the unemployment rate of 7.1% (as of March) is below the national average, the lesson this recession has taught us is that ultra-conservatism will dictate future developments," Rozzi noted.

Job creation in the service sector has been the missing key ingredient necessary for corporate expansion and will be the catalyst for jump-starting future office building development, he explained.

"That being said, the aging population of Long Island has created a continuing need for medical space," he said. "This need has given rise to a few opportunities for developers to purchase larger, older office/mixed use buildings at steep discounts and retrofit them in scenarios where they have medical users lined up as future tenants."

The retrofitting of these large buildings will create sorely needed construction jobs, but the biggest boost to the construction industry has been the ongoing construction of Canon's 700,000-sq.-ft. headquarters in Melville, Rozzi said. "Although Canon will vacate approximately 500,000 square feet of space in the Lake Success/Manhasset area when they relocate in 2013, the good news is that this prime Northwest Nassau County location is appealing to both office and medical users because of its proximity to New York City, as well as North Shore University Hospital and Long Island Jewish Medical Center."

"Bottom line, the Long Island economy needs to create jobs, jobs, jobs to fuel the next wave of development across the Island," Rozzi said.

One of Rozzi's most challenging undertakings was on behalf of the Prudential Insurance Company of America between 2002 and 2007. He and his team represented Prudential in more than 825 real estate transactions totaling in excess of 6,500,000 square feet throughout the United States. These transactions included acquisition of



space totaling in excess of 3,145,000 square feet and disposition of properties totaling in excess of 3,350,000 square feet.

Rozzi has also held the prestigious SIOR designation for more than 25 years. He, along with three other Long Island brokers, was a founder of the Commercial Industrial Brokers Society (CIBS) in 1991, where he now serves on the advisory committee.

Rozzi earned a bachelor's degree in economics from Villanova University. He is the 2004 recipient of the "Distinguished Leadership Award" presented by The Association for a Better Long Island and The Commercial Industrial Brokers Society.

Corporate National Realty provides a broad spectrum of services including leasing and sales; financial analysis; client representation; site search and selection; marketing and investment; property management, and development evaluation and consultation.

Corporate National Realty has made exclusive tenant representation the foundation of its core business. Its reputation for successfully satisfying clients' needs has strengthened this foundation and led to numerous multiple assignments throughout the United States. Its strategy of focusing on tenant representation has given the company the ability to devote its time to understanding its clients' business and real estate objectives.

Whether consulting on an intricate corporate real estate transaction, initiating an investment sales opportunity or negotiating a complicated Fortune 500 lease, the com-

pany is committed to the highest standards of ethics and performance.