

## LEE, GREINER-MALTZ EXPAND; SWEETWATER'S SPOTS



Greiner-Maltz added a Moonachie-based office to its Queens, Brooklyn, and Long Island coverage areas. Heading up the office is **Ray Musalo**, who ran the Englewood Cliffs-based **Alliance Real Estate Group**. He tells us that there is a very strong marketing base in NJ, thanks to **NY clients** now investigating the Garden State for opportunities. He adds that NJ buildings are typically selling at a **discounted rate** compared to NY.



There are plenty of space availabilities, especially **north of Exit 10** along the **NJ Turnpike**. Companies have strong interest in this market due to the ease of transportation, road systems, access to the ports, and more affordable taxes, he says. The industrial and office brokerage hopes to have five to ten brokers by the end of the year and 15 total, he says. In between his daily commute from **Long Island**, Ray fits some tee time at **Plandome Country Club**, and recently attended the **U.S. Open**, where his wife was a marshal (hopefully one with an **umbrella**).