

THE BUSINESS OF REAL ESTATE BROKERAGE EDUCATING THE MARKETPLACE

Even with the internet providing real-time real estate data at the client's fingertips, a solid perspective on the marketplace is still required before a "deal" can happen. The philosophy at Greiner-Maltz has always been that the basis of every transaction is to thoroughly educate our customer



JOHN MALTZ
President,
Greiner-Maltz

as to: what's available, what has been sold and or rented, current values, available financing, appropriate locations, current market conditions, and City and State benefit programs. A big part of this educational program is to go beyond one to one contact and to publish and distribute our thoughts. The following is a sampling of

previously published and or distributed articles and advertising. If you haven't read them, you can download them from our Website at www.greiner-maltz.com, or we would be happy to send reprints upon requests.

John Maltz, President, Greiner-Maltz can be reached at 718-786-5050, via email at jmaltz@greiner-maltz.com or at www.greiner-maltz.com.

REAL ESTATE STOCKS VS. REAL ESTATE: The Winner Is?

by JOHN MALTZ, President

Investment transactions occur or being executed? ...

THE GREINER-MALTZ TEAM

YOUR LOCAL SPECIALISTS

MANHATTAN RICHARD MALTZ	LONG ISLAND CITY DEBIO SAID	QUEENS JOHN MALTZ	BROOKLYN DAVID JANK	WOODBURY DEAN GRENER	LONG ISLAND WILLIAM GRENER
GLENDALE PETER MOREZ	WESTBURY TON SCOTO	HASBETH JACK GREENBERG	FLUSHING CHARLES WONG	QUEENS WEST GARY R. BLUM	GARDEN CITY PAK SPARACIO
CORONA JOHN VASSILOU	AIRPORTS IRA PRESS	FOREST HILLS IRA SHEPHERD	MELVILLE TON ATTIVISSO	ASTORIA FOSTAL ALAFOTANNIS	
JACKSON HEIGHTS KEN DOWD	HALF PALM BEACH JOHN PUJA	ELLSHWICK ADRIAN SPOLOVICI	ECHEMUA CHRIS SEAWAGON	CANISIE STEVE NADEL	ROSEWOOD MICHAEL PERLUN
GREENPONT DIMITRI BELTY	GREAT NECK SHELDON FRIEDMAN	CYPRESS HILLS AVI FELDMAN	DEER PARK HARVEY KAPLAN	SUNSET SHARONE LLOYD	COMMACK DAN LEAVY
WOODSIDE MICHAEL PRANDE	COLLEGE POINT ARI ZILKA	WHITESTONE NOAH STARR	BAYSIDE LARRY REIFF	BORO PARK BEN FEIC	JAMAICA BERNARD STRAUSS
					FARMINGDALE HOWARD FELDPAUM

GREINER-MALTZ
MORE TRANSACTIONS... MORE DOLLAR VOLUME... MORE PROFESSIONALISM... MORE YEARS IN BUSINESS...
ACHIEVE MORE ...
WITH A GREINER-MALTZ BROKER AT YOUR SIDE
718-786-5050 greiner-maltz@greiner-maltz.com 516-364-1000
www.greiner-maltz.com

REAL ESTATE: CPI ESCALATIONS: The evolution of an index

by JOHN MALTZ, President

Investment price index... CPI escalations... The evolution of an index...

THE REAL ESTATE LANDSCAPE... CREATING VALUE

by JOHN MALTZ, President

Being a landlord... Creating value...

LONG ISLAND CITY: A PROGRESS REPORT

by JOHN MALTZ, President

Long Island City... A progress report...

NEED SPACE? What to look for

by JOHN MALTZ, President

Commercial space... What to look for...

PUBLIC RELATIONS: A Strategic Necessity

by JOHN MALTZ AND ALISE RABINOWITZ, Greiner-Maltz

Public relations... A strategic necessity...

THE MANAGING AGENT'S INSURANCE DILEMMA

by JOHN MALTZ, Greiner-Maltz

Managing agent's insurance... The dilemma...

THE KEY TO NEGOTIATION: Anticipation

by JOHN MALTZ, President

Negotiation... The key to anticipation...

COMMERCIAL PROPERTY OF THE MONTH

Commercial property... Of the month...

COMMUNICATIONS: A high standard of service

Communications... A high standard of service...