

## Executive of the Month

CREATING A RESPECTED, SUCCESSFUL AND STABLE FIRM OVER THE PAST 7 YEARS

# Perfetto of Cohen & Perfetto LLP has always been passionate about building relationships

### Louis Perfetto



**NEW YORK, NY** Louis Perfetto, managing partner of Cohen & Perfetto LLP, has always been passionate about building relationships. This holds true in his personal life, as well as his professional life as one of New York City's premier real estate attorneys.

It wasn't a surprise that when in 2005 Perfetto decided to branch off and formed a real estate law firm he did so with the intention of creating more than a one-dimensional real estate law firm. Cohen & Perfetto LLP was to be a one-stop, real estate shop for their clients; a hub where clients could count on their attorney to help them streamline the process of a real estate project. At a time when the "mega" law firm was the trend, Perfetto stepped out of the box and trusted his intuition. He knew that

by creating a law firm with a niche practice area and a focus on building strong relationships with clients that would help them step through every part of a real estate deal, he could create a respected, successful and stable firm.

This combined with the ability to analyze any situation with an eye to external factors and an ear to the future, Perfetto and his clients alike have seen continued success in many deals over the past seven years.

Even through a slow economy, Cohen & Perfetto has stood strong completing complex real estate deals for many longtime clients. Recently, Perfetto headed the team that assisted a client in the \$560 million sale of a 22-property portfolio, and over the past four years Perfetto has assisted several developer clients in closing projects in excess of \$400 million. Perfetto has also represented several financial institutions in closing more than \$300 million in financing for various projects over the past four years. He has represented both landlords and tenants in closing more than 800,000 s/f in leases and more than seven acres of ground leases. Additionally, Perfetto has obtained government incentives in excess of \$10 million over the past four years for several clients.

"I have always found success through creating long-lasting and strong business relationships. A client has to trust you and your opinion, and trust takes time and hard work to build," said Perfetto. "Relationships



**Perfetto represented an investor in the purchase of Colonia Country Club in Woodbridge, N.J., as well as the corresponding sale of the property's development rights**

are something I value, and I think that many people tend to forget the importance of relationships when they get caught up in the hustle and bustle of a deal."

The fact that Perfetto puts so much emphasis on building a solid foundation with his clients coupled with a top notch work product can be seen in the fact that many of them return to the seasoned attorney for help with future deals often times five and six

years after the initial transaction.

"He has always had the uncanny ability to keep the door to future business open with each and every client," said Marshall Cohen, co-founding partner of Cohen & Perfetto

governmental incentives and zoning. Perfetto also has a well developed specialty in financings with New York City's Industrial Development Agency and New York State's Empire State Development Corp.



**47th Ave. - Perfetto assisted a long-time client in the ground lease, development and financing of this Long Island City, N.Y. Property**



**Perfetto assisted a long-time client in the acquisition, financing and redevelopment of this residential property in Brooklyn, N.Y.**

LLP. "Even as a young associate at our previous firm, he was working with clients that he continues to work with today."

By the age of 31, Perfetto was a co-managing partner in a well known Midtown Manhattan law firm. By age 35 he had more than doubled the real estate division of the firm, and by the age of 36 he had founded Cohen & Perfetto and doubled its size within the first year.

With more than 18 years of real estate experience, Perfetto represents clients nationwide in a variety of complex transactions. He specializes in the areas of conveyancing, development, commercial retail, office and ground leasing, financing, banking, economic development and

Cohen & Perfetto's practice includes a full range of matters including conveyancing on behalf of purchasers, sellers, investors and developers; financing with institutional, public sector and private companies on behalf of lenders and borrowers; Industrial Development Agency transactions for banks and borrowers; government incentives for owner occupied and developer transactions; land acquisition and development, including zoning work such as variances, rezoning and special permits; office, retail and ground leasing; litigation; and all ancillary work in connection with the foregoing.

To find more information about the firm please visit the website at [www.cohenperfetto.com](http://www.cohenperfetto.com).