



## THOMAS CALIENDO

### DIRECTOR

#### Areas of Expertise:

Manhattan, Brooklyn, Queens, Tri State Area

#### Areas of Specialization:

Retail Brokerage (Tenant & Owner Representation), Advisory Services

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## PROFILE SUMMARY

### Professional Experience

Thomas Caliendo joined Winick Realty Group in 2015, where he focuses on tenant representation in all five boroughs of New York City. Mr. Caliendo previously served as a real estate agent for Sabre Real Estate Group, where he successfully guided local, national and multi-national clients in their commercial real estate acquisitions, lease obligations, asset repositions, strategic expansions and dispositions.

Mr. Caliendo first began to show interest in real estate when TD Bank approached his family about a property they owned. At the time, he was attending Molloy's Graduate program for Financial Planning so Mr. Caliendo was able to apply his studies and take a proactive role in negotiating a long-term ground lease for the property. Having since served as a life insurance agent at New York Life and as a FAA at Morgan Stanley, Mr. Caliendo has demonstrated an impressive track record of advising clients in many different capacities and he developed a specialty in applying his financial and market knowledge to broker commercial retail and mixed use properties, consistently exceeding the investment goals of his clients.

Mr. Caliendo prides himself on giving all of his clients, both individual and institutional, the most precise and up-to-date feedback on the state of the market, its trends, comparable sales and property values, giving them a realistic outlook on what they can expect to achieve in today's market. Mr. Caliendo has worked with many major retail clients over the years, including Walgreen's disposition accounts in Staten Island and Westchester; T-Mobile's largest U.S. wholesaler in all five boroughs of New York City. Muscle Maker Grill in New York City; Sports Clips & Waxing the City on Long Island; and Key Food in all of New York, including Upstate.

In addition to representing tenants throughout New York's most desirable retail corridors, Mr. Caliendo has also represented numerous landlord/developers, such as Rechler Equity Partners and The Albanese Organization, on "game changing" projects that have set the benchmark for future development on Long Island.

Mr. Caliendo earned a Master's Degree in Financial Planning from Molloy College and a Bachelor's Degree, graduating with a double major in Business Administration and Professional Communications from SUNY Farmingdale. Mr. Caliendo is currently licensed as an Associate Broker in New York State.

## FEATURE ACHIEVEMENTS

### Awards & Recognition

In addition to being an active volunteer with the Jack DiSalvo Foundation, Mr. Caliendo is a member of the International Council of Shopping Centers (ICSC).

