



Profiles in Courage: New York City's Top Female Real Estate Professionals

BY MICHAEL EWING
PUBLISHED: DECEMBER 12, 2012

Lori Shabtai, Winick Realty Group, Executive Vice President



Lori Shabtai has worked in commercial real estate since 2005, when she joined retail specialists Winick Realty Group. But the native Long Islander has been surrounded by retail for most of her life.

“My father was in the supermarket business. My siblings and I were basically required to help out at the store after school from the time we were 14 years old,” Ms. Shabtai said. “I grew up in retail.”

Since moving to the city in 1978, Ms. Shabtai’s protean career has encompassed luxury apparel (at the avant-garde boutique Riding High), wholesale and jewelry.

Each sector “taught me the importance of every square foot of space,” Ms. Shabtai said. She approached Jeff Winick seven years ago and found a natural fit at the firm he had founded. “I carved my own niche,” she said. “And I brought a marketing background to real estate.”

Ms. Shabtai considers retail an optimal concentration for women. “We have an innate understanding of how retail functions. We’re the spenders and managers of the family,” Ms. Shabtai said. She keeps an eye on luxury tenants, and reports a solid return to form since the recession hit.

“I deal with the world players in luxury,” Ms. Shabtai said. “And I find that New York has become a country, a universe and a destination unto [itself]. Is luxury back? Everything’s back in New York.”

As for exceptional pockets of the white-hot local market, Ms. Shabtai looks north and west. Citing Columbia’s expansion and deals including Gary Barnett’s with Nordstrom, Ms. Shabtai says, “There’s an energy on the Upper West Side that’s incomparable to anything I’ve experienced.”