



**Ronald A. Fotiu**

Vice President  
NAI James E. Hanson  
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## Career Summary

Specializes in retail leasing in New Jersey and New York regions. With over 25 years experience in marketing retail properties, Ron has developed a close relationship with both local developers and national retailers. As the Regional Leasing Representative for Vornado Realty Trust, New Jersey's largest shopping center owner. Ron was responsible for marketing 15 centers simultaneously. Ron has represented both tenants and landlords in sale and lease transactions. His experience in lease negotiations and his relationships with national retailers makes for an effective match for serving retail landlords. Ron has also concentrated in the Rockland County, New York market representing both landlords and tenants for 15 years. He has been the exclusive representative for the Walmart Center on Route 59 in Airmont, New York and has negotiated over a dozen leases for office, bank and retail tenants for the center. Ron has also represented Simon Properties on an exclusive basis in Rockland County, in particular the Nanuet Mall for the leasing of office, retail and restaurant units.

## Education

Rider University, BS  
Ramapo College, BS

## Professional Affiliations

ICSC - International Council of Shopping Centers  
New Jersey Commerce and Industry Member  
Americans for Prosperity  
Bergen County Chamber of Commerce

## Clients

Angelo's	Pier1 Imports
Pizzia Mia	Famous Footwear
Bagel Boys	Fashion Bug
IHOP	Mandees
KFC	H&R Block
TGIF	Retro Fitness
Pici's	Quest Diagnostics
Buena Vita	Sally Beauty Supply
GNC	AT&T
KBToys	
Firestone	

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## Significant Transactions

- 110,000 SF Walmart
- 120,000 SF Prime Hospitality
- 70,000 SF ShopRite
- 65,000 SF Neiman Marcus
- 58,000 SF PGA Superstore
- 45,000 SF Glen Toyota
- 40,000 SF Toyota of Hackensack
- 28,000 SF Home Goods
- 25,000 SF Marshalls (2)