

**Attorneys****Partner**

- Wayne B. Heicklen

## **Partner Wayne Heicklen Discuss Impact Of Presidential Election On Real Estate Market**

The November 3, 2008 edition of *The Real Deal* included a story entitled “Brokers focus on West Wing” which reported on the impact the presidential race was having on the real estate market.

Pryor Cashman partner Wayne Heicklen, co-chair of the firm’s Real Estate Group, was interviewed by *The Real Deal* and stated: “For more people, buying a home is still the biggest financial transaction that they’ll ever enter into in their lives. People’s emotions are a big part of the decision.”

Heicklen noted that a major source of uncertainty, like a new president, can make both buyers and sellers less likely to pull the trigger. “There’s a natural psychological pause before an election. If you’re about to put money down on a house, which is a big investment, you want to wait to see what direction the country’s going in.”

To read the article, please [click here](#).