



2017 Year in Review: Inbar Mitzman, Daniel Gale Sotheby's International Realty

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Name & Title: Inbar Mitzman, Associate Real Estate and Commercial Broker

Company Name: Daniel Gale Sotheby's International Realty

Address: 364 Plandome RoadManhasset, New York, 11030

What was your most notable project, deal, transaction or professional achievement in 2017?

A 50 years land lease of the East Hampton Motel in East Hampton with a \$5 million purchase price option. This was a complicated transaction because the seller wanted it sold and the buyer wanted to lease it. It required some craftsmanship on my part to make both the buyer and the seller happy.

What was the best decision you made in 2017 and why?

Staying on top of market inventory and industry projections which enabled me to put the right buyers together with the right sellers.

Who or what contributed to your success in 2017 and why?

The final decision on real estate tax reforms and the fate of medicine in this country. Many doctors are on hold regarding medical condominium purchases.

What trends will impact your business in 2018?

The economic growth in our country.

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