



2017 Year in Review: Ron Koenigsberg, American Investment Properties

December 19, 2017 - Spotlights

Name & Title: Ron Koenigsberg, CCIM, President

Company Name: American Investment Properties

Address: 600 Old Country Road, Suite #227, Garden City, NY 11530

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

Most notable transaction was the three buildings we sold in Franklin Square, NY, containing multiple retail stores, apartments, and offices. The challenge in this deal was finding an investor interested in a management intensive property due to its multiple tenants and buildings. Finding an owner who saw its potential, with experience to manage the diversified portfolio was key. Additionally, James the seller, and us connected on the sentiment of locality. James, a local business owner, trusted us to deal with the disposition of his largest asset. In the end, we successfully sold the buildings at the price he wanted.

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

The best decision we made was the decision to expand our offices. We are strategically growing our firm, and by adding valuable team members to our already successful group we are striving to bring tremendous value to our clients. We love what we do and by expanding our offices we can serve more clients as we continue to secure the highest sale prices, and maximize real estate profits.

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

In 2017 we've done more deals than we've ever done in our history. Our success is largely due to our loyal clients referring us to their partners and peers. Word of mouth and networking are still our driving factors in gaining new clients. This is a testament of our reputation as leaders in commercial real estate, and our quality of service. By outperforming our competitors, and working in our client's best interest, we can secure more exclusives and sell more properties.

What trends will impact your business in 2018?

The industrial sector is as strong as it's ever been in a decade, due to the continued growth in online

retail and retailers. We can expect to see this trend continue in 2018 with more sales in industrial, and warehouse spaces.

Though retail sales have dropped by 32% in 2017's third quarter, the industry is going through an evolution. Experiential retail is changing the consumer experience in stores and malls. It is important for us to know the latest information on all property types, so we can accurately price, and advise our clients through these transitions.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540