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2018 Women In Real Estate, Professional Services: Karen Dome, Advisors Commercial Real Estate

September 18, 2018 - Spotlights

Name: Karen Dome

Title: Managing Principal-Investment Sales

Company Name: Advisors Commercial Real Estate

Real estate association / organization affiliation(s): Commercial Real Estate Women of New York (CREW NY) and International Council of Shopping Centers (ICSC).

What are some of your biggest accomplishments in the last 12 months?

As managing principal-investment sales at Advisors Commercial Real Estate, I dedicate all my focus on expanding my portfolio of deals. Over the last 12 months, I have signed the right to exclusively broker many exciting deals within the New York Tri-State area.

To name a few, we have 71,000 s/f of space available for sale in Long Island City directly opposite Tishman Speyer's new 1.1 million s/f mixed-use development project and Jackson Park. I signed to represent around 5,000 s/f of space available in Times Square Manhattan with air rights of 30,000 s/f, about 21,000 s/f in the city of Newark, New Jersey's largest and fastest growing city, and five buildings in Brooklyn.

How important is it for women to create a personal brand?

Extremely important, which is one of the reasons why I am a long standing member of CREW New York. As a winner of the NYCREW Network's Annual Vanguard Award, and a former two-time president of this association, I can say with confidence that this platform, with approximately 250 members in just New York, is an environment that promotes leadership, advancement and opportunities to make a difference in the lives of women within the commercial real estate industry. Last month, I successfully hosted an event on behalf of CREW NY, where we had Joann Lublin of the Wall Street Journal as our guest speaker. I am also mentoring a student from NYU as she begins launching her career as a woman in CRE.

How many messages are in your inbox right now and how do you manage email?

Too many to count. On top of thousands of emails, a large amount of calls and voice mails everyday regarding different deals I am working on. As a broker, it is my responsibility to respond to these calls and emails that are mostly made by sellers and buyers requesting my broker services. Having worked in this industry for over 25 years, I have established good relationships with many buyers and sellers. I am consistently working on expanding my network, which I believe, in many ways, can be developed through quick response time as it shows interest and dedication to the client.

What do you do for fun?

I spend time with the most important people in my life—my three children, my husband and dearest friends. For fun, always relaxing in the Hamptons with family or in Miami with friends.

In one word, describe yourself:

Kind

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