



## **Ami Efrati, Entrepreneur Properties**

December 28, 2012 - Spotlights

Contact Name : Ami Efrati

Company Name : Entrepreneur Properties

Email : Ami@enprops.com

Phone : 2128021455

Fax : 8776936857

Address, City, State : 192 Lexington Avenue, Suite 219, New York, NY

What was your greatest professional accomplishment in 2012? : Purchasing my first commercial property on 204 street in the Bronx. This accomplishment is substantial progress in the right direction, becoming a landlord at the age of 31 and creating residual income. I am making a 14% cash on cash return on my equity; can't get any better than that in the boroughs!

What was your most notable project, deal or transaction in 2012? : My most notable transaction was the collaboration with Azad property group on the sale of the only multi-family building in the neighborhood of Forest Hills, Queens in 2012. Buildings rarely trade in this neighborhood since it is considered to be the most desirable in Queens. Convincing a landlord to sell a multi-family building in Queens is like trying to extract water from a rock; simply impossible! However, our patience, persistence, and experience ended up prevailing and we got the deal done.

What are your predictions for commercial real estate in 2013? : I think transaction volume will slow down due to president Obama being re-elected. The fiscal cliff combined with the bush tax cuts sun-setting will reduce motivation among sellers. However, historically low interest rates will keep buyer motivation high and premiums will continue to be offered for well located assets. With all the uncertainty looming, the trend can really go either way so i definitely expect 2013 to be an interesting year.

What are your resolutions for 2013? : More cold calling, volunteer part-time and help those in need, broker the largest commercial transaction in Queens for the year, maintain a 4.0 GPA, and exercise more.