



## Question and answer session with Ivan Hakimian of Hakimian Properties

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Congratulations on your new firm Hakimian Properties (HPNY). What made you venture out on your own?

Answer: Thank you. I believe 2011 is going to be a huge year for New York real estate. The market has definitely picked up and many brokers are starting to gravitate towards smaller boutique firms in order to capture the market share. Just like anything in real estate, the timing just felt right.

What type of properties are you specializing in?

Answer: My main specialty is multifamily, mixed use, office buildings, retail condo's as well as development sites in all the five boroughs.

You are known in the market to specialize in under the radar, off market transactions, are you continuing with that strategy?

Answer: Yes. I find that strategy works successfully within the New York City market and New York City landlords.

Why do property owners prefer to market their buildings quietly with you as opposed to mass marketing?

Answer: Good question! Many landlords have realized that I can get them a premium on their buildings because they have a goal price in mind and I can achieve the price with my network without having to saturate the market with their properties.

How do you know which of your clients is the correct buyer for each of your listings?

Answer: It's an art form. I know my buyers extremely well and I know which assets are the perfect fit for their portfolios.

Congratulations on your recent sale 1414 6th Ave. on the corner of 58th St. for \$72 million. How did you know that this building was the right fit for your hotel buyer?

Answer: Location, Location, Location.

How do people reach out to you if they want to become a member of your client book?

Answer: Go to [www.hpny.com](http://www.hpny.com) and they can find my contact info.