



J.D. Parker of Marcus & Millichap

December 26, 2011 - Spotlights

What are your resolutions for 2012?

I will open a new office in the region. I will grow my team significantly in all of our business lines to better service our clients.

What was your Greatest Accomplishments in 2011?

My wife and I are expecting our first child in February 2012, so I would have to say that is my biggest accomplishment in 2011!

With regards to my business, we have grown our team by over 20 real estate advisors specializing in sales and financing this year and expanded rapidly into several product lines. We have grown our business by over 60% for the second year in a row.

Please tell us about some of your most notable projects, deals and transactions from 2011?

The sale of 1450 Broadway - \$204 million

The sale of the Note on 18 E 68th Street - \$33 million

The sale of 220 Park Avenue South - \$20 million

The financing of the Double Tree Resort in Orlando - \$42 million

The financing of a 9 building NYC Mixed-Use portfolio - \$31 million

What are your Predictions for Commercial Real Estate in 2012?

Manhattan and the region will have continued growth and the economic recovery crawls forward. I expect interest rates will hold in a 50 to 100 basis point range that they have been fluctuating in until at least after the presidential election, unless we have a significant disruption in the financial markets that is unforeseen.

Demand will outpace supply and competition for core assets will remain strong. I expect to see demand for B and C assets in secondary and tertiary markets grow significantly throughout the year as investors risk tolerance grows and they chase yield to meet return expectations.

We should see steady growth in the velocity of sales transactions throughout the region in 2012.

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