



Misha Chiporukha of Prudential Douglas Elliman

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What are your predictions for commercial real estate in 2012?

I foresee an increase in residential sale transactions in all major submarkets in Brooklyn. The buyers will represent two groups - first time homebuyers taking advantage of low interest rates and cash investors. Both groups will be purchasing a cross section of property types, including brownstones and condominiums. The available inventory has been declining due to the slowdown in development caused by the tight commercial lending environment. Because of that, I expect to see an increase in new multi-family construction to accommodate the steady demand in the borough.

What was your greatest professional accomplishment in 2011?

In 2011, my work focused on developing relationships with property owners and developers in Brooklyn and aggressively marketing my recently formed team with Louis Esposito. Our community outreach, marketing and PR campaign has resulted in numerous leasing and sale leads and, even more importantly, developing relationships with real estate owners in Fort Greene, Clinton Hill, Bed-Stuy and Park Slope. The campaign has generated several prominent listings and transactions.

What was your most notable project, deal or transaction in 2011?

Our most interesting deals and transactions in 2011 included an exclusive marketing agreement for a new, eight-unit condominium development at 474 Grand Avenue in Clinton Hill, which is slated for completion in the Spring of 2012. We also completed the sale of a three-story, mixed-use property on 5th Avenue in Park Slope and the sale of a large, four-story townhouse in the heart of Carroll Gardens.

What are some of your resolutions for 2012?

We plan to continue our support for the local community, through both financial support to local schools and activities aimed at helping families. Business-wise, we plan to expand inventory and listing database and grow the client referral base.

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