



Shimon Shkury of Ariel Property Advisors

December 26, 2011 - Spotlights

What was your greatest professional accomplishment in 2011?

Structuring Ariel Property Advisors as a unique investment sales brokerage firm that focuses not only on multifamily and development investment sales, but also on research for its sales professionals and clients. In Q4 2011 alone we transacted more than \$100 million (including contract signings), which we are very pleased with.

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

Putting into contract both the West 116th Portfolio, consisting of four properties with 93 units in Central Harlem, and the Southern Blvd. Portfolio, consisting of eight properties with 372 units in the Morrisania section of the Bronx. Both deals are scheduled to close in early 2012.

What are your predictions for commercial real estate in 2012?

We have been impressed by the performance of the commercial real estate market in 2011 and believe that this positive trend will continue in 2012. Continued supply constraints in the residential market will lead to greater rent appreciation and more new construction than what has taken place over the last few years.

What are some of your resolutions for 2012?

We plan to build on our firm's success by increasing investment sales and continuing to produce excellent market research reports.

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