



Shay Zach of Itzhaki Properties

December 26, 2011 - Spotlights

What was your greatest professional accomplishment in 2011?

This year has been another hard year in real estate, yet I have closed many deals, and stayed in the game. I have expanded my focus to the Bushwick and Williamsburg neighborhoods, and eventually broke the record for East Williamsburg with a \$140 per s/f sale in November.

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

Selling the above mentioned deal. And being involved with the sale of 184 Joralemon St., The Brooklyn Law School.

What are your predictions for commercial real estate in 2012?

2012 is going to be a very successful year, as the market in N.Y.C. is about to re-bound and credit markets hopefully will open up again as well as lending.

We need to keep an eye open for the troubled markets in Europe, and the upcoming turmoils in the Middle east, as they might fuel another recession back at home in the U.S.

What are your resolutions for 2012?

As always, if you work hard, you will make a living. Keeping in mind the famous saying, "We get to that hard missions immediately, and the impossible ones, take us some time." I would like to increase the volume of deals, and focus on the boroughs more this year.

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