



## Shawn Hakimian 2012

October 16, 2012 - Design / Build

Name: Shawn Hakimian

Title: Director of Marketing and Sales

Company: The Hakimian Organization

Location: New York, NY

Place of birth: I was born in Kew Gardens, NY, and moved to L.I. at a young age. I have lived there ever since.

Family: Married with three children.

College: I attended Hofstra University, where I majored in marketing. Thankfully, I take advantage of my marketing background every day of my professional career.

First job in current field: My first job in real estate was working as a rental real estate agent. The experience was essential to my understanding of the industry. The Hakimian Org. is known for being "broker-friendly" and that encourages loyalty and trust among the brokers we work with.

What your firm does now and its plans for the future? The Hakimian Org. has a 40-year history of developing, building and managing luxury residential, office and hotel projects in N.Y.C. We are currently focusing on 75 Wall St., a Rockwell-designed condominium atop the Andaz Wall St. hotel. With Douglas Elliman Development Marketing newly onboard as the exclusive sales and marketing team for the property, we're experiencing strong sales and growing interest from international and domestic buyers. In addition, Andaz Wall St. has proved a unique draw to FiDi, not only for its new and returning hotel guests, but also for the many Downtown New Yorkers that frequent the onsite farmer's market, beer garden, Wall & Water restaurant and Bar 75.

Now is an exciting time to be in the Financial District and we are thrilled to see that 75 Wall has become an integral part of the neighborhood. In fact, our experience with 75 Wall has inspired a new initiative to pursue additional developments in FiDi, among other areas of New York City. The Hakimian Org. is committed to improving our city's landscape and continues to look for development opportunities, including residential, office, and hotel, throughout Manhattan.

Hobbies: I enjoy sports including football, basketball, and mixed martial arts. I absolutely love the New York Giants! In fact, my wife goes into the other room when I watch the games because I get a little TOO enthusiastic.

Favorite book: "The Art of the Deal" by Donald Trump

Favorite films: "Coming To America" and "The Godfather"

Keys to success: The Hakimian Org. is a third-generation real estate family, and I am proud to say that the key to our success is our ability to work together. My father, Ben Hakimian, and uncle, Joe Hakimian, continue to provide leadership for the organization, while the younger generation, myself included, is focused on different facets of the business - construction, financing, acquisitions, marketing, etc. Although we each have our own areas of focus, we communicate consistently and in

a productive manner. We work together as one cohesive unit.

Person(s) you most admire (outside of family)? It is tough to name just a few people I admire. Most of the people I would say are not well known or celebrities by any means. Some of my good friends spend much of their time on community work at the expense of growing their own careers. That is truly admirable.

As far as real estate personalities, Larry Silverstein is remarkable. The man is one of the most accomplished real estate developers in the history of New York City, and yet when you meet Mr. Silverstein, he is so down-to-earth and friendly.

There are also several real estate companies that I admire. Related has upped the game in terms of amenities and services in residential properties. Stonehenge is also doing some cool things with a real focus on lifestyle at their rental properties.

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