



Khodadadian reinvigorates Skyline to seize on the uptick in commercial sales; To create off market opportunities to provide sellers discretion

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Investment sales broker Robert Khodadadian has left Eastern Consolidated to devote all his time to off-market deals with Skyline Properties, a company he founded before the recession.

"Our mission at Skyline is to create off market opportunities designed to provide sellers with complete discretion while aiding buyers in acquiring a valuable asset," said Khodadadian, a nine-year veteran of the brokerage business.

"When a experienced buyer sees or hears the words 'exclusive listing' their likely to hit delete because they know off the bat they will have to compete. The majority of the trades done in the city as of late are transactions that were not sold exclusively and the sales price went above market," he said.

"I work with many buyers that are more than happy to pay a premium to tie up a deal before it hits the market and Skyline's objective is to create personal relationships with buyers so that we can show them only deals they have benchmarked."

Khodadadian, Great Neck, Long Island, native began with Massey Knakal in 2004. During the boom, he stuck out on his own. Skyline had two offices at its height â€” one in Great Neck and one on Park Avenue. Khodadadian let the company wind down when the financial crisis hit but believes the market is prime for his strategy.

"Active buyers have constant deal flow. Skyline's approach is to tailor-make the process so that they only see deals that match their acquisition criteria, rather than deals they have seen a dozen times before. In this business time is money and we want our clients to know that talking to us will never be a waste of their time," he said.

"Most importantly, Skyline will never send out deals to clients unless we are in direct contact with the seller and have complete control of the deal."

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