



## **Skyline Properties CEO, Khodadadian, unveils the commercial brokerage firm's 2015 game plan**

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With sales of \$120 million in commercial real estate for 2014, Robert Khodadadian and Skyline Properties are entering 2015 with a ton of momentum. For 2015, their aim is to zero-in on the off-market sector where discretion is the watchword of some of the city's most serious property players.

"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," Khodadadian said, a ten-year veteran of the brokerage business. "The Manhattan commercial market has become so competitive and aggressive that when a buyer sees or hears the words 'exclusive listing' they're likely to hit delete. 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."

"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 said.

This focus on creating personal relationships is what separates Skyline Properties from other brokerage firms in Manhattan. Maintaining a non-obtrusive flow from buyers to sellers, and vice versa, is crucial to building and nurturing strong relationships with clients in a competitive and aggressive real estate market. Khodadadian - a Great Neck, Long Island native - is determined to change the industry standard of simply smiling and dialing and believes the market is ready for his strategy of personalized discretion.

"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. 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," Khodadadian said.

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