



Young & Established: Melwani of ARM Real Estate: Inspired by Jeff Sutton

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Name: Anand Melwani

Title: Principal

Company/firm: ARM Real Estate Group, LLC

Year Company was founded: 2010

Years with company/firm: 5

Years in field: 11

Years in real estate industry: 11

Address: 894 6th Avenue, 6th Floor, New York, NY 10001

Telephone: 212-464-8815

Email: anand@armre.com

URL: www.armre.com

LinkedIn: <https://www.linkedin.com/pub/anand-melwani/a/b46/494>

Real estate organizations / affiliations: REBNY

Who in the commercial real estate industry do you admire most? And why?

Jeff Sutton. He has successfully been able to sign contracts on properties and have the tenant already lined up before closing on the deal. That skill is not something that can be taught.

What was the most important thing you learned in school?

I learned that school can help someone mature but it can't prepare you for the real world.

What are you most proud of?

The ground lease I completed on 92-77 Queens Blvd. It was a relationship that I had been building for over 8 years. The value of the lease is approximately \$40 million.

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