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2017 Year in Review: Matthew Harding, Levin Management Corp.

December 19, 2017 - Spotlights

Name & Title: Matthew Harding, President

Company Name: Levin Management Corporation

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What was your most notable project, deal, transaction or professional achievement in 2017?

Levin Management enjoyed record new business growth in 2017 – an accomplishment coinciding with our firm’s milestone 65 years of leadership and progress. We added 10 retail assignments totaling 1.5 million s/f, bringing our diversified, retail-focused leasing and management portfolio to 100 properties totaling 14 million s/f. Our new agencies – on behalf of new and repeat clients – reflect heightened demand for comprehensive third-party commercial real estate services. Additionally, we experienced our healthiest leasing volume in recent years portfolio-wide. At a time when digital technology has transformed our industry, this activity is proof-positive that traditional bricks-and-mortar retail remains resilient.

What trends will impact your business in 2018?

The retail real estate landscape is changing, illustrated by stepped-up competition, increased transactional complexity and the ongoing transformation of tenant mixes. Shopping centers are evolving from places that simply offer goods and services to sources of recreation and community engagement. This has translated into increased activity among entertainment concepts, restaurants, personal services and fitness brands – with traditional retailers finding new ways to engage customers. Forward-thinking owners are laser-focused on projects that enhance curb appeal and energy efficiency, and are working harder than ever before to help retailers succeed. The more their tenants thrive, the better off their properties will be.

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