



2018 Ones to Watch: Orry Michael, Senior Associate at Ariel Property Advisors

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Name: Orry Michael

Title: Senior Associate

Company: Ariel Property Advisors

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Year that you entered your current field? May, 2016

How did you get your start in your current field?

I have always had an entrepreneurial mindset. I learned from my grandfather, who started his own business in Israel in the 1960s, how to take calculated risks, and how accepting failure can ultimately lead to one's success.

I received a B.A. in anthropology from Johns Hopkins University, with a focus on Urban Studies. This encouraged me to pursue an M.S. in Real Estate Finance & Development from the university's Carey School of Business. In commercial real estate, connections are everything and a former colleague introduced me to the partners at Ariel Property Advisors. The rest is history.

Who or what do you attribute to your success?

Being an athlete for nearly my entire life has been the main driver of my success thus far. Playing football and lacrosse in high school for a national sports powerhouse, Don Bosco Prep and Division-1 Lacrosse for Johns Hopkins University, trained me to be a fierce competitor. It also taught me how to deal with adversity and be an all-around team player. I try to emulate the habits I learned on-and-off the field from my coaches and family. That is, to lead by example, block out the white noise, and bring my all to the job every day.

How do you motivate or inspire your colleagues?

For me, focusing on principles, character and leading by example are the best way to motivate/inspire my colleagues, especially the younger ones. It's important to set high expectations

and communicate to them that you believe in their ability. I try to challenge them to go beyond the status quo and not take the “easy” way out as it builds strength and increases their confidence. I take the time to get to know my colleagues and always give them credit whenever deserved. I always put my team ahead of myself because when they shine, we all end up winning.

What are your professional goals for 2018?

My goals for 2018 are to continue helping my team (Northern Manhattan) gain market share throughout this rapidly growing sub-market, and to create a larger presence in areas such as Hamilton Heights. Running an efficient execution process on listings and being able to manage clients are the most important aspects of getting deals across the finish line and something that I take great pride in. The results have certainly been fruitful. Since starting in the business two years ago, I have been directly involved with the origination, underwriting, marketing and sale of over 20 properties with an aggregate value of over \$300 million.

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