



## Year in Review 2018: Robert Khodadadian, Skyline Properties

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Name & Title: Robert Khodadadian, President & CEO

Company Name: Skyline Properties

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What was your most notable project, deal, transaction or professional achievement in 2018?

Since inception Skyline Properties has prided itself on strictly off-market deals and our ability to efficiently and effectively customize canvass for our clients. For Skyline, 2018 was the year that we honed the customized canvassing tools we have developed which enabled us to close successful transactions for our clients, which in turn created an organic expansion of our Investment Sales Team.

What was the best decision that you made in 2018 and how did it impact your business?

From the beginning Skyline has always been a one-person show, however without planning to our firm has grown organically over the past year. With the addition of 7 new Investment Sales Brokers year to date, our decision to expand our office footprint was the natural move for continued success and growth.

What market trend(s) will impact your industry in 2019?

Our firm has been aggressively concentrating on Ground Leases' for the past 18 months, and we believe this structure will continue to provide long-term owners with unique structures and tax savings in 2019.

What was an unexpected event that occurred in 2018, and how did it impact your career or personal life?

The most significant event was the result of the Sher Case, in which any rent paid over the initial legal, regulated rent is considered an overcharge that has a liability of up to four years. This ruling helped a lot of owners who were in denial realize that rent-regulated tenants do affect the value of their property and as such, they have become more realistic about the actual value of their properties.

Do you have any New Year's Resolution(s)?

Honestly, it's been a long time coming to establish myself and now I just want to find the right girl and settle down.

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