



Gurpreet Singh, ACC Space

December 22, 2020 - Spotlights

Name: Gurpreet (Sonny) Singh

Title: VP | Associate Broker

Company Name: ACC Space

What was your most notable project, deal, or transaction in 2020?

The ground lease of a 1.85-acre site in prime LIC, Queens. It was special because my very good friend represented the landlord, and it was the first transaction we completed together. The lease was finalized despite the pandemic which expressed my client's unwavering confidence in New York City.

What are your predictions for commercial real estate in 2021?

I expect the CRE market to be very busy in 2021. This year was a major learning experience and business owners are not leaving their success up to chance! It will be a great time for companies to assess the viability of their current space and adjust their real estate goals to find the right size. There will be a lot of uncertainty and business owners will need to rely on their advisors now more than ever.

What was the most challenging part of working during the pandemic?

Not working in-person with my team was the biggest challenge. We rely on each other for market intel and our collaborative framework helps us discover great ideas during the most random moments (like grabbing a coffee or lunch together). It was also difficult adjusting to the sudden change of pace, especially with a pandemic that was out of our control. Looking back, the experience really improved the way I communicate with my team in a way I never imagined.

What aspects of working from home did you enjoy most?

My wife is a great cook, and I was very lucky to try new recipes throughout the lockdown, which made me really happy working from home! I was also able to sharpen my marketing skills by developing better branding strategies for my clients and launching our new company website. I learned so much by listening to Donald Miller and Rory Vaden with the time I saved from my work commute.