



## **2021 Year in Review: David Schechtman, Meridian Capital Group**

December 28, 2021 - Spotlights



Name: David Schechtman

Job Title: Senior Executive Managing Director

Company Name: Meridian Capital Group

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021?

Our greatest professional accomplishments in the team I lead in Meridian's middle-market investment sales business were the two off-market transactions we closed in 2021. The first, a \$330+ million multifamily sale in Boston, MA and a nearly \$150 million performing note sale secured by property in New York City. The Boston deal took 90 days from start to closing and the note sale was a seamless 120-day execution. In addition, we closed on the sale of a 982-spot parking garage in Flushing, Queens for \$16 million which involved the most complex post-closing obligations and construction issues I have experienced in my 21 year career.

All three deals required an extraordinary level of detail and negotiation and we are lucky to have worked with clients on both sides as well as their very competent counsels who ignored the clock and were willing to work over Zoom six days a week – and even meet in person for old fashioned negotiation. Of the 31 deals my team closed in 2021 year-to-date, these three stand out for their complexity which was matched by the speed with which each deal materialized, was negotiated and closed. We remain very excited and optimistic for 2022!

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