



## **Ariel Property Advisors promotes Kelly and McCormick as new partners**

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Sean Kelly

Paul McCormick

New York, NY According to Ariel Property Advisors, Paul McCormick and Sean Kelly have been promoted to the position of partner, the first such announcement since the founding of the company in 2011. The promotions come on the heels of significant growth for APA in the last decade, and specifically in recent years as the company has broadened and strengthened their presence in New York City in numerous asset types. McCormick and Kelly will join Shimon Shkury, Victor Sozio, Ivan Petrovic, and Michael Tortorici, as partners.

“Our biggest assets are our people and Vic, Mike, Ivan and I want to see the best and brightest join us in growing Ariel together. Nevertheless, top talent requires the best value proposition. Accordingly, we established clear career progression that allows accomplished professionals ownership in Ariel in addition to the highest level of collaboration and support in the business. Sean and Paul represent that top talent and we are grateful for the opportunity to work even closer together with both of them.”

Kelly joined APA in 2017 and in the past three years has distinguished himself by becoming one of the firm’s leading brokers, specifically in Brooklyn. Kelly has successfully brokered more than 120 transactions, consisting of more than 6 million s/f, with an aggregate value of more than \$800 million. His expertise has allowed him to lead business development and networking initiatives in the highly-competitive Greater Downtown Brooklyn market and the surrounding neighborhoods of Brooklyn Heights, Dumbo, Park Slope, Gowanus, Fort Greene and Clinton Hill. He is also regularly involved in numerous professional and non-profit organizations, including the Real Estate Board of New York (REBNY), the International Council of Shopping Centers (ICSC), The Mattone Real Estate Institute at St. John’s University School of Law, the Dr. Theodore A. Atlas Foundation, The Brooklyn Historical Society, and the Building Industry Association of New York, Inc.

“I joined Ariel because I saw something special when I met with the partners and team members. It was a great opportunity to join some of the smartest and hardest working professionals in the industry and a firm that has an unrivaled support system that helps the salespeople focus on

origination and execution, while making community involvement a priority. I look forward to continuing our efforts in helping our professionals grow, serving clients and being involved in the community,” said Kelly.

McCormick joined APA in 2015 to establish the capital services division and his role quickly expanded to manage all sales operations, including investment sales and capital services for Ariel. McCormick has been instrumental in managing the company’s growth over the past seven years and in addition serves as editor-in-chief and spearheads the investment research division’s efforts and content. McCormick regularly gives back to his community through APA initiatives and internship programs, and is a regular blood donor.

"Ariel Property Advisors’ competitive edge is our ability to gain the trust of our clients. Therefore, we view our role in professionally growing our brokers, analysts and support as the most important task. As part of management, and now as a partner, I am thrilled to provide this unique value proposition to the organization,” said McCormick.

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