



Ones to Watch Fall 2022: Henry Grass, Raven Property Advisors

November 22, 2022 - Spotlights



Henry Grass
Director

What recent project, transaction or accomplishment are you most proud of?

In October 2022 we sold a \$17 million building in Clinton Hill. The building was converted from industrial to luxury rentals. The timing of the marketing process was during a climate of rising interest rates, but we were able to run a one-month marketing process and procured an institutional buyer with favorable terms.

What 3 skills do you consider the most important to be successful in your industry?

1. Time management: Knowing the best use of my time and focusing on being efficient.
2. Self-improvement: always asking questions, learning how to add value to clients.
3. Being present: So many variables of selling an asset are out of my control. Focusing on what I can control and always staying proactive.

What do you enjoy doing when you are not working?

I enjoy exploring the different diverse neighborhoods and restaurant scene New York City has to offer. I am also running the New York City Marathon this weekend, which will be rewarding and wonderful to see the city come together for a bunch of great charities.