



Ones to Watch Fall 2022: Stephen Alcala, Skyline Properties

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Stephen Alcala
Director – Investment Sales

Skyline Properties

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

During a time where companies are struggling to re-engage with their industries following the pandemic, I have been able to provide the necessary financial and emotional support in order to make smart and long-term investments that are designed to help these companies grow during these uncertain times. During my first six months as a salesperson, I was able to complete the sale of 165 Eldridge St. for \$19.275 million. As well as 6101 Springfield Blvd. for \$32 million. Both transactions took place from showing to contract on an average time of 60 days, which is above industry average.

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

I believe that the three most important skills to succeed in this industry are communication, integrity, and dedication to remaining up to date with the shifting nature of the business through constant learning.

What do you enjoy doing when you are not working?

My main priority when not working is spending time with my children. From playing dolls with my daughter, to practicing baseball with my son, I find quality time with them to be the biggest benefit of being able to work hard and have enough time to create memories with them.

Tell us about a mentor or role model that has influenced your career choices?

After switching careers from being a managing partner of several tennis clubs on Long Island for 20 years, I was incredibly lucky to have Robert Khodadadian, president and CEO of Skyline Properties, show an interest and trust in my skill set to help me reach my full potential in a brand-new career. Through his guidance and knowledge, not only have I been able to reach my full potential in this industry, but also in my own personal life, as his constant support and mentorship have been an integral part of my daily growth. His unrelenting dedication to provide the highest standard of service to our clients, while emphasizing the importance of work-life balance, have instilled a modeled the importance of a flawless work ethic that helps his mentees grow in all aspects of life.

What is one lesson that you had to learn the hard way?

The only way to succeed in life is to work hard without forgetting to establish healthy boundaries. While hard work will take us far in this business, making sure that we keep our support systems a priority is a key ingredient to maintaining a healthy lifestyle that promotes successful relationships. Once we have been able to find the appropriate balance, we are able to focus all our time on growing and strengthening relationships with our clients and growing our business while maintaining

integrity and the higher standards of service in the industry.

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