



Misha Chiporukha, Douglas Elliman Real Estate

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Misha Chiporukha

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What was your greatest professional accomplishment in 2012? : In 2012, we have significantly expanded our Fort Green office's business. I have completed 12 sale transactions, in addition to rentals. This represents more than a 50% increase in the sales volume in comparison to 2011. We have successfully expanded our geographical market to include the entire Downtown Brooklyn "Townhouse Area" of Fort Greene, Park Slope, Cobble Hill, Clinton Hill, and Bed-Stuy. In addition, I have developed new relationships with condo developers, which has resulted in more transactions and excellent prospects for 2013.

What was your most notable project, deal or transaction in 2012? : The most interesting transaction this year was the \$1.6-million sale of the 59 St. Felix Street townhouse in Fort Greene, Brooklyn, NY. Thanks to our aggressive marketing campaign, the four-family property sold at the first open house in an all-cash transaction.

What are your predictions for commercial real estate in 2013? :

The residential property inventory remains very low, generating a great need for new developments in 2013. I expect prices to continue rising and a significant number of new multi-family developments to break ground in 2013.

What are your resolutions for 2013? :

We plan to expand more aggressively into the townhouse stock in Bed-Stuy, Propect Heights, and Crown Heights. I'm also focusing on building a larger sales team in 2013.

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