



2023 Ones to Watch Industry Leaders: Ilona Posner, Moritt Hock & Hamroff LLP

June 27, 2023 - Spotlights



Ilona Posner
Counsel

Moritt Hock & Hamroff LLP

Number of years in CURRENT position: 2

3 skills that you use every day in your position: Problem-solving, listening and connecting.

Best book, podcast, or app for aspiring leaders: Burn the Boats by Matt Higgins

Best advice for new leaders in 10 words or less: Lead by example and make yourself visible in the trenches.

What recent project, transaction or accomplishment are you most proud of? I represented a prominent shopping center owner in the sale of four shopping centers for a total price of \$130 million. The deal was complicated by the fact that it had to close prior to December 31. The contract was executed October 21, leaving only two months for rapid-fire due diligence, including obtaining estoppel certificates from all major tenants plus 50% of the remaining tenants by square footage in each center. The deal closed at 5pm on December 30.

What makes this nominee an Industry Leader? "Ilona has exemplified leadership both within the firm and in the commercial real estate industry at large through her outstanding and meaningful contributions to the betterment of servicing the industry. Clients continually rely and call upon her expertise as a knowledgeable and reliable resource with the real estate space." - Laura Hauser, Director of Marketing at Moritt Hock & Hamroff LLP.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540