



2024 Ones to Watch Industry Leaders: Rex Hakimian, EIGHT WEST, affiliate of The Hakimian Org.

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Rex Hakimian
Executive Director, Acquisition & Finance

EIGHT WEST, affiliate of The Hakimian Org.

“For three decades Rex has been responsible for directing and overseeing the acquisition and financing of new developments worth over \$4 billion for the company. A critical aspect of his contributions are his financing efforts for the most complex deals, a critical element of our project’s successes.” - Shawn Hakimian, Executive Director, Marketing and Sales at EIGHT WEST, an affiliate of The Hakimian Organization.

In the last 12 months what accomplishment are you most proud of? To develop Sola, a rental building in Woodside, Queens, set to commence leasing this summer, we were mindful of escalating construction expenses. Anticipating these challenges, we proactively procured materials well in advance, locking in 2022 pricing and safeguarding against future inflation. This strategic move shielded us from unforeseen cost hikes, demonstrating prudent fiscal management. Furthermore, our efficient construction practices and adherence to timelines mitigated the potential adverse effects of fluctuating interest rates.

Best advice for new leaders: Volunteer on charitable boards. It fosters creativity and new perspectives.

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