



## **2025 Ones To Watch - Industry Leaders: Victor Sozio, Ariel Property Advisors**

April 22, 2025 - Spotlights



Victor Sozio  
Founding Partner

“I’ve worked with Victor Sozio for 20+ years, and his impact on Ariel’s success —especially in affordable housing — can’t be overstated. He leads with integrity, embodies our Core Value of “One Team” and remains a cornerstone of our culture, growth and leadership.” - Shimon Shkury, President and Founder, Ariel Property Advisors.

Recent goal and impact:

Ariel recently expanded the capabilities of our affordable housing practice as it relates to both geographic locations and personnel. This has been on my mind for some time and the progression and growth of several members on our institutional sales team, such as Remi Mandell and Jake Brody, gave us the confidence that we could do this effectively without sacrificing our core business. We have already begun to see the positive results of this effort throughout NY state. Our strategic alliance with GREA also gives us an avenue to now expand our capabilities across the country.

Sharing knowledge and expertise:

The partners at Ariel Property Advisors are big believers in the “One Team” philosophy and approach and part of that is serving as a resource to company members, clients and the communities we work in. We regularly schedule “master class” sessions where experts in various fields or partners share their knowledge, we have weekly calls with our different sales teams in order to help them execute, and offer a good portion of our time fielding inquiries from different market participants asking for market color. These include owners, lenders, appraisers, nonprofits and even government officials.

Best advice for new leaders:

Tailor your approach; embrace new strategies; evolve with the industry; strive for daily progress.

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