



## **2025 Ones To Watch - Industry Leaders: Michael Shkreli, Winick Realty Group**

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Michael Shkreli  
Executive Vice President & Partner

“Michael Shkreli is a distinguished industry leader whose dedication, expertise and passion for real estate make him an invaluable asset to the field. His recognition as an NYREJ Industry Leader is a well-deserved testament to his hard work, strategic vision, and lasting impact. Congratulations, Michael!”— Steven E. Baker, CEO, WRG

Recent goal and impact:

One of our primary goals is to expand our work with institutional landlords, which we've done by strengthening relationships with some of the country's most influential landlords, such as Related, SL Green, and CIM Group; we represent over 120,000 s/f of prime retail space for these clients. Since becoming a partner at WRG, a personal goal of mine has been to deepen these institutional relationships. We've always had strong connections with top-tier landlords, but it has accelerated in the past two years. It's a testament to our reputation and the resilience of New York's retail market.

Best advice for new leaders:

Prioritize relationships; be adaptable and flexible — real estate is always changing; stay proactive.

Turning problems into opportunities:

The last several years have been transitional for us. WRG has gone through leadership changes, in which I've proudly been involved, coming on as a partner and member of the leadership team.

We've had to establish a new direction for the company and rally junior team members to get behind our new vision. Prior to being elevated into a leadership role, my work was based on commissions and individual performance, and now, I have opportunities to care about and help other brokers and the company grow and evolve. I've really become responsible for the growth of the team and the company, broadly.

Sharing knowledge and expertise:

We share knowledge via regular sales and leasing meetings. Oftentimes, the entire company meets over breakfast to discuss market activity, upcoming opportunities and active deals. It serves as a platform for mentorship, brainstorming and strategic problem-solving, and it keeps the team informed and engaged, ensuring that everyone, from junior brokers to senior leadership, has the insights they need to thrive.

I also prioritize one-on-one meetings with my team members. I take the time to walk through a lease step by step, ensuring that every detail is addressed and every question is answered.

## Giving Back:

We recently welcomed eighth grade students from the Lower Manhattan Community Middle School into our office for a career day. We taught them about different careers in real estate and retail leasing, and we prepared powerpoints and games and shared lunch together. It's inspiring to sit alongside the next generation and get them excited about a potential career path in real estate.

At the end of the day, many people know about the companies and brands that they see online, on TV or from storefronts, so it's an interesting teaching opportunity to show students how they could be a part of that.

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