



Howard Ecker + Co. enters the N.Y. market

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Howard Ecker + Co. has opened its first office in N.Y. and appointed Michele Browne as managing director. Browne joins the firm after working for both Smith Barney and JP Morgan in Institutional Equities.

The new office is located at 230 Park Ave. The opening of an office in N.Y. syncs with Howard Ecker's goal to focus on markets with high vacancies in office buildings in order to help clients negotiate long term lease arrangements.

"In looking at expanding our business across the country, Howard Ecker + Company recently found itself in the same position we typically find our clients - looking for appropriate office space in a strategic location at favorable economic terms," said Howard Ecker, CEO of Howard Ecker + Company. "New York is a dynamic market for our business, and represents one of our largest opportunities for growth."

"New York is a great market for Howard Ecker + Company. There is ample inventory in the City, and tenants have a great opportunity to reassess their real estate needs," said Browne. "I look forward to helping our clients navigate the complex real estate landscape within New York in order to ensure they find real estate solutions that match their business plan."

Browne specializes in representing the real estate interest of commercial tenants in N.Y. and the east coast region, and is responsible for lease/purchase negotiations, build-to-suits and tracking the N.Y. commercial market.

She volunteers her time on the board of two children's organizations - Friends Seminary and the New York International Children's Film Festival. In both cases, she plays a pivotal role in the management and direction of financial and investment policies. Browne has a B.A. in International relations from Brown University and an M.B.A. from Harvard University.

Howard Ecker is a leading commercial tenant representation company with offices in Chicago, New York, Charleston, Miami and Detroit. The firm works primarily on behalf of tenants to help them hedge their real estate market risk, business risk and building risk, assuring real estate financing terms that meet exacting requirements. Howard Ecker + Company accomplishes this through a clear focus on client needs coupled with a sound understanding of practical real estate issues and their economic implications. For more information, visit www.howardecker.com

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