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## women in real estate 2008

KALLOUDIS IS A DIRECTOR; OSADCHUK IS A SENIOR DIRECTOR OF SALES

# American Investment Props. features two talented women: Anna Kalloudis and Anna Osadchuk

ak Anna Kalloudis



American Investment Properties

**Who is my mentor and why?**

As one of Long Island's most successful commercial real estate brokers, Ron Koenigsberg has had an amazing journey through the intricate maze of real estate. Koenigsberg's passion for real estate ignited as a young boy going along with his father to survey construction sites and buildings. Koenigs-

berg was among the first to attend NYU's Real Estate Institute. Earning a master's degree in real estate development and investment from NYU improved his understanding of the complexity of commercial real estate. Graduating with a bachelor of science in Accounting from the Kogod School of Business at American University, Koenigsberg set out to make his mark on New York's elite business world.

In the late 1980s, he joined Arthur Anderson & Co., one of the country's most prestigious accounting firms. Koenigsberg excelled at the firm and gained invaluable insight on the economic aspect of real estate. His time at Arthur Anderson made him recognize that although he had

a talent for comprehending numbers and figures, he sought after a position which would allow him to be more creative with his talents.

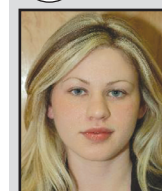
Much like Koenigsberg as a young boy following in his father's footsteps, I find myself desiring to achieve his level of success progressively more every day. The firm has participated in the sales of over \$300 million in commercial property transactions in the Long Island area. Aside from brokering real estate transactions, Koenigsberg is involved in several multi-million dollar projects throughout the Northeast aimed at invigorating communities with state of the art real estate developments. In Bricktown and Cape May, N.J., Koenigsberg co-

owns several significant shopping centers featuring national tenants including Big Lots, McDonalds, Pier 1 Imports, and Wendy's.

Experience and talent have made Koenigsberg the person I would like to emulate as his plans for the future surpass his existing outstanding accomplishments. While working at American Investment Properties one of the fastest growing brokerage firms on Long Island. These are all great examples of the person I aspire to be like and some of the future endeavors I look forward to being able to accomplish.

**Anna Kalloudis the director of communications at American Investment Props., Garden City, N.Y.**

ao Anna Osadchuk



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**What is the best advice you have given to a client?**

As a commercial real estate broker, communication with my clients is my top priority. In my day to day conversations, I'm often asked about the market, where it's headed and what to expect. The best advice I've given to my clients is to embrace opportunities regardless of market conditions.

As news of the "credit crisis" reached my buyers and sellers, alarm set in and a passive attitude toward real estate became standard. Many

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clients who were considering selling their properties changed their minds and decided to wait. Buyers on the other hand decided to stop bidding on properties all together.

My advice to them was uncomplicated; the market fluctuates and will continue to do so. Profitable opportunities arise to those who are educated and informed. Changes in the real estate market are the perfect time to take action. This is a business of problem solving and adapting to ever changing conditions.

Recently, when banks began tightening lending criteria, I guided my clients to the opportunity of seller financing. Seller financing has become a great option to bank financing and rewarded many of my clients in their transaction. When vacancy rates in both office and retail properties began to increase, my advice to clients was to offer tenants competitive rates. Their shopping centers and office buildings began to fill up and buyers began to offer higher prices for these properties.

In every real estate transaction; whether you're buying or selling, being informed and educated will give you a leading advantage. Creative problem solving opens the door for opportunity.

**Anna Osadchuk is a senior director of sales at American Investment Properties, Garden City, N.Y.**

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