

MANN REPORT

Commercial Corner

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How long have you been in the business?

I've been in real estate for about 15 years. I started in the late 90's as a residential broker. I used radio as my selling/marketing tool and was very successful for a rookie. I wasn't affiliated with any large company, which gave me a lot of freedom. Every morning I would start my day by speaking to listeners about what is going on in real estate in general, especially on Manhattan's new development scene. I was getting a lot more leads than I could handle.

In 2007 I cofounded Bid on the City and it was the first online RE selling platform for commercial and residential real estate. I sold my shares of Bid on the City in 2011. Since then, I've focused on investment sales 100%.

What made you decide to get into real estate?

I looked closely at different industries when I came to US in 1995. Real Estate was an easy decision; it made a lot of sense to me.

Who inspires you?

Many people inspire me, but, on a subject of real estate, I like Sam Cheng's story: an immigrant high school drop-out who came to NYC one day and changed the hotel market.

What pushes you to the next level?

What pushes me is love for the industry and my commitment to my clients. I don't actually feel the pressure of getting to a new level, but thanks to clients' loyalty, my business has grown significantly over the years.

What is the hottest deal you have made to date?

I'm not sure about hottest, but the most recent is what comes to mind: last year I sold an office condo at 49 Howard in Soho for \$2 million - a beautiful 3,000-square-foot landmark loft with 15' ceilings, exposed brick, etc. A few days before closing we received a \$3.2 million offer, and it was a great opportunity for a flip. My client passed on that offer...

What is your secret weapon for sealing a deal?

I close most deals, but things do go wrong some times. I think being responsible and performing due diligence before going into a deal is the key to closing. I wouldn't call it a secret though.

What is the hottest area for deals right now?

With the economy improving and interest rates still being low, I see a lot of activity on all segments of the market. But retail condos are what most of investors seem to be after these days.



About OneWorld Property Advisors

OneWorld Property Advisors is a New York City based full service real estate brokerage firm, specializing in the sales and marketing of commercial properties in New York and Miami, with a special focus on the off-market investment opportunities.

OneWorld Property Advisors works with domestic and international investors to find, structure, and successfully complete exceptional real estate investment opportunities in multi-family, office, retail and hotel property sectors. They have sold and closed over 1,000 transactions over the past 20 years, accounting for more than \$1.2 billion in sales.

What's the best season for deals?

Things do tend to slow down at the end of Summer usually, but very briefly. Many of my clients and colleagues try to enjoy time with family before schools starts.

If you had to work in a city other than New York, where would it be?

There is nothing like New York, but I would have to say Miami if I had to pick another market...just because I like the town.

What's the best piece of advice you would give to someone starting in the business?

Your first deal is the hardest one and sometimes you have to wait a long time for it. But stick around, work hard, and you will be rewarded.