

**IVAN HAKIMIAN
ASSOCIATED BROKER
ITZHAKI PROPERTIES**

Hakimian was born and raised in Long Island, New York. He started his career in the precious gem industry. He always had a knack for deal making from his childhood.

According to Hakimian "it's all about connections". In his first year in the business, he sold 5 buildings at the corner of Prince & West Broadway in Soho, 2 loft buildings at the corner of Broome & Mercer St as well as the 16 story office building located at the corner of 49th St & Madison Avenue.



In the last couple years, he has become to go to man for off market deals in Manhattan. He was responsible for the notable sale of the Moondance Diner Site in Soho on 6th Ave & Grand St, currently a boutique hotel is being constructed at the site. Hakimian's strong work ethic, persistence, patience and down to earth personality have made him one of the top commercial brokers in Manhattan.

**ORLY HAZAN
SENIOR BROKER, ITZHAKI PROPERTIES**

Ms. Hazan was born and raised in Israel where she served as a Training Commander in the Israeli Defense Force. Ms. Hazan came to the United States in 1997 & graduated from the Ziklin School of Business at Baruch College with a Bachelor of business degree in finance in 2001. Ms. Hazan joined Itzhaki Properties in 2002 as a sales agent and in 2005 Ms Hazan took two years off to explore the US while working on various projects outside NYC.



Continued on Page 7C

TOP DEAL MAKERS

Continued from Page 6C

By March of 2008 Ms. Hazan returned to Itzhaki properties envisioning the huge opportunities in the current challenging market. Through out the years Ms Hazan has been involved in many transactions within the firm. Recently, Ms. Hazan built a sales team which is focused on multi family and mixed use buildings in Manhattan & the outer Boroughs. Ms. Hazan's ability to mediate a transaction toward closing has made her a top producer at the firm, while appealing to the satisfaction of all parties.

SHAY ZACH
ASSOCIATE BROKER, ITZHAKI PROPERTIES

Mr. Zach was born and raised in Israel, where he served as a Tank Commander in the Israeli Defense Force. He came to the United States in 2003 to seek a career, and quickly began working in commercial real estate as an Acquisition Manager for a firm in Queens.

Mr. Zach joined Itzhaki Properties in December 2004 as the Managing Director in charge of all sales and daily operations. He later became a Managing Partner and spearheaded the company's Bronx investment sales.

Mr. Zach has been involved in nearly 100 transactions (120 properties) with an aggregate value of approximately \$180,000,000. He is a past recipient of the Real Estate Weekly Rising Stars 2007 Award.

During 2007, Mr. Zach, conducted the sale of the largest hotel deal to date in LIC (Queens) to a Japanese Developer. In 2008 he sold a 40,000 SF condo conversion in the landmark Upper west side. As a Partner and top producer, Mr. Zach demonstrates superior leadership abilities and exceptional teamwork skills. In fact, the majority of transactions he originated for IP were handled with the participation of at least one other agent, exemplifying a team oriented approach. Mr. Zach lives in Greenwich Village.

