

18 YEARS OF RETAIL EXPERIENCE



## KENNETH HOCHHAUSER

### EXECUTIVE VICE PRESIDENT

#### Areas of Expertise:

Manhattan, Tri State Area

#### Areas of Specialization:

Retail Brokerage (Tenant & Owner Representation), Advisory Services

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## PROFILE SUMMARY

### Professional Experience

A former retail executive at Macy's and GNC, as well as a small business/economic development officer for the City of New York, Kenneth Hochhauser offers his clients a unique supply side and demand side approach to site selection, trade area analytics, target market identification and retail roll-out strategization.

His experience in retail and economic development, combined with local market expertise and state-of-the-art analytics, allows Mr. Hochhauser to provide his clients with more relevant and accurate information so the most informed locational and financial decisions can be made.

On the tenant side of note, he introduced Chipotle Mexican Grill into the NY metro marketplace. First contacted in 2001, Mr. Hochhauser has concluded over 60 transactions in Manhattan, Brooklyn, Queens and Long Island. He currently is Chipotle's exclusive broker for Manhattan. Mr. Hochhauser represented Duxiana in their transaction in Georgetown and has been retained to develop a national strategy utilizing ground-based domain knowledge with relevant consumer and market analytics to determine tenant-appropriate trade areas and sites.

On the landlord side of note, Mr. Hochhauser has employed the same domain knowledge, business intelligence and analytics to re-position and

re-purpose retail property throughout the metro area. Mr. Hochhauser's more notable property assignments in the past have included the Winter Garden Shops at the World Financial Center for Brookfield; the mega-development Trump Place on Manhattan's Upper West Side for Equity Residential and the Trump Organization; Goldman Sach's regional headquarters in Jersey City for Goldman Sachs; the former Lehman Brothers world headquarters in Times Square for Lehman Brothers; and Viacom's world headquarters in Times Square for SL Green. Current large-scale projects of note include Columbia University - Manhattanville campus for Columbia University, 1251 6th Avenue for Mitsui Fudosan, and Design on 1 for Seligson Properties.

In addition to his brokerage and management duties, Mr. Hochhauser started and directs the company's market-leading Geographical and Locational Analytics Department, which offers his and the company's clients insightful analyses of marketplaces taken from the most relevant data sources.

Mr. Hochhauser has a Bachelor's degree in history from SUNY Albany and a Master's degree in Urban Planning from NYU.