

## **Karen Hong**

**Director of Sales**

**Associate Real Estate Broker**

**Direct: 718.786.5050 x 208**

**Cell: 914.955.1955**

khong@gmipny.com



Karen is a driven, energetic commercial real estate broker specializing in retail leasing and sales for local and national tenants. Karen is resourceful and well-organized with an excellent leadership and team building record. She is highly adept at forging working relationships with other real estate agents, investors, lenders, appraisers, title companies, surveys and attorneys. With 15 years of experience as a restaurant owner/operator and franchisee over a total of 45 employees in four stores, she brings her experience and technical skills to help her clients make informed decisions. She is recognized for keenly assessing operational needs and developing solutions to save cost, improve revenues and drive customer satisfaction.

Ms. Hong was previously a Director of Retail for Colliers, specializing in leasing and site selection for regional and national tenants pursuing the Orlando, Miami, Tampa and Jacksonville markets. Karen has overseen more than \$35,100,000 in transactions in her career, including:

- \$3.9M purchase of Murabella Crossing, St. Augustine
- \$3M purchase of Parkway Retail Center, Kissimmee
- Leased and sold more than 278,700 square feet across the state of Florida

In addition to her role at Greiner Maltz Investment Properties, Ms. Hong is also involved in several organizations, specializing in various aspects of real estate:

- ICSC since 2016
- AREAA since 2019
- CCIM since 2019
- CRRP since 2020

Karen is deeply enthusiastic about the success of her clients and seeks to help entrepreneurs gain their own real estate experience through investment sales.