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## **2019 Annual Review: Marc Koenig of MDK Realty**

December 27, 2019 - Spotlights

Marc Koenig  
MDK Realty

What was your greatest professional accomplishment in 2019?

My greatest accomplishment in 2019 was the closing of numerous sale and lease deals that I was working on over the last few years. Primarily in the retail real estate leasing and development business for the last 20+ years, I found that my previous expertise in selling investment properties was a more fulfilling platform, especially those more difficult by nature and notably for clients largely ignored by the national players. Instead of focusing on institutional clients, I found that the mostly smaller, family owned real estate companies appreciated my efforts and successes much more than the multi billion dollar owners whose livelihood and existence was not greatly affected by a few properties in a massive portfolio. Seeing the great admiration and thankfulness for a successful transaction by families whose continued livelihood and existence were predicated by my completing a sale or lease, was a more rewarding experience for me than ever before.

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