

# MANN REPORT RESIDENTIAL

May 2011

| DEVELOPMENT FIRM |



## Growing Up In Real Estate

**Ian Levine** Levine loves real estate for many reasons. "It is ever changing; a fine dance between value and price" **R.A.L. Companies and Affiliates, LLC**

Ian Levine, chief operating officer and chief financial officer of Manhattan-based real estate development firm RAL Companies and Affiliates, LLC grew up in the real estate and construction business. He fondly recalls trips to job sites with his grandfather, Samuel Levine, founder of Ilco Painting Corp. His first job in the family business was, in fact, manufacturing and installing aisle marker signs for supermarket chains with a subsidiary.

"I have hundreds of stories, literally," he smiles, "stories of my grandfather and his site visits. I learned from him that in business, there is no hierarchy—there can't be: everyone on a job site is critical to each task and has to pitch in and give his or her best."

Ian's father, Robert Allan Levine is the president, CEO and founder of RAL, which has completed major residential condominium and hotel developments in New York, Westchester County and Telluride, Colorado—for more than a decade.

Levine graduated from Babson College with a Bachelor of Science in Business Administration. Today, he is focusing on the ever-expanding operations of RAL and its affiliates. His tasks include managing operations of all RAL divisions and asset management for all RAL projects. Levine is a licensed real estate broker in New York, Colorado, Connecticut, Mas-

sachusetts and Pennsylvania, as well as a member of the Real Estate Board of New York, International Council of Shopping Centers, Institute of Real Estate Management and the New York Association of Realty Managers.

Levine also founded The Spandrel Group, LLC, the umbrella company uniting Spandrel Property Services with his ventures, Spandrel Marketing Services and Spandrel Staffing Services. Spandrel Property Services is a leasing and property management firm that oversees the residential and commercial properties under RAL as well as those of other landlords. Spandrel Staffing Services supplies client-based skilled concierge, doormen, porters and handymen to New York's residential market. Spandrel Marketing Services provides personalized real estate brokerage, consulting and marketing services, including the leasing, sales and repositioning of residential, retail, commercial and industrial in multiple states. Recently, Spandrel was brought on board to manage the entire portfolio at Skyview at Carriage City Plaza, a 222-unit, mid-rise condominium building in Rahway, New Jersey.

The company is now focusing more on management and consulting assignments for financial institutions and Skyview is an example of that. "In the current market where lenders have taken back a lot

of assets, they require skilled management to either get them up and running or stabilized," says Levine. Spandrel has also started an affiliate in the Southern Florida market to provide property management consulting as well as logistical support for condominiums and new developments. Spandrel recently completed an assignment on a 580-unit lifestyle condominium complex in Miami, in which they provided Homeowner Liaison services, reorganized the homeowners association staffing policies and procedures, and completed a budget analysis and overhaul.

Speaking of lessons learned during the recession, Levine says, "Reputation and relationships truly do precede you."

Levine loves real estate for many reasons. "It is ever changing; a fine dance between value and price. It is also an extremely personal industry." ■

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