



Ayush Patel

Associate

NAI James E. Hanson

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Career Summary

Ayush's expertise specializes within shopping centers, has a unique approach to analyzing rent rolls, CAM Reconciliations, and is meticulous at pro-rations during a closing. His financial and investment background provides him with an understanding of multiple methods to add value for landlords and potential landlords. Prior to his arrival at NAI James E. Hanson in 2024, Ayush worked for Heidenberg Properties. A Bergen County-based developer focused on grocery-anchored assets in the Northeast. During his time Ayush assisted the c-suite in the refinancing of three shopping centers and worked in conjunction with JLL to successfully undergo a portfolio sale totaling \$110M from five grocery-anchored assets.

Ayush holds a coveted Argus Enterprise Certification, a software provided by the Altus Group that facilitates the projection of assumptions through models, offering clients insights into the performance of commercial real estate assets.

Outside of his professional endeavors, Patel actively engages with the Bergen County community, dedicating his time to various non-profit organizations and contributing to activities at the Akshardham Temple in Robbinsville, New Jersey. His interests extend to competing in archery tournaments, creating videos, cycling, and spending moments with his family.

Education

Rutgers University

Bachelor of Science in Real Estate Finance

New York University

Master of Science in Real Estate; Finance & Investment Concentration

Schack Institute Merit Scholarship Recipient

Professional Affiliations

ULI (Urban Land Institute)

ICSC (International Council of Shopping Centers)

AICC (Asian Indian Chamber of Commerce)

AARA (Asian American Retailer Association)

SPS (NYU School of Professional Studies)

Licensed Real Estate Salesperson, New Jersey