

The Commercial Observer's 30 Under 30

By Jotham Sederstrom

Adam Maxson, 25, ABS Partners Real Estate

Adam Maxson, 25, a director with ABS Partners, always knew he wanted to work in real estate.

Growing up in a real estate family, he swept up at construction sites, painted apartments and mowed yards in front of buildings as a kid.

"My grandfather always told me that you learn from the bottom up," he said.

The early training is paying off, as he has so far completed 38,148 square feet of office leasing (as a tenant representative) during his two years at the company.

Mr. Maxson grew up in Cleveland, Ohio, and attended Indiana University, moving to New York in 2010 and joining ABS Partners Real Estate in its office leasing and management divisions.

"New York is a great place to learn real estate—with the high volume of product, there's always something going on," he said.

The majority of Mr. Maxson's client list—which includes Onswipe, Art.sy, Enterpoid and Lover.ly — comes from the growing tech scene in the Union Square area of Manhattan.

"I went in that direction because a lot of the people running those companies are closer in age to me, and I'm interested in the products they are releasing," he said. "They are products I can see myself using."

He recently expanded into ABS Partners' investment sales division, working under Alan Cohen and Steven Hornstock. Other team members he has worked with include Doug Regal, Evan Algier and Justin Strizzi; he also worked under Mr. Regal in the firm's leasing division.

"Doug [Regal] really watched over me and helped me to do a better job when I started, making sure I was out on every tour, meeting with people and making my calls," he said. "Same thing with Alan [Cohen] and Steve [Hornstock], who have helped me to make a smooth transition." —AB

