



## **Year in Review 2018: Ilya Tolmasov, Rosewood Realty Group**

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Name & Title: Ilya Tolmasov, Director of Sales - Broker

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What was the best decision that you made in 2018 and how did it impact your business?

Staying optimistic. Deals will get done in any market, however, it's best to focus on the right deals. We have a nervous market, but demand for New York City multifamily deals will always be there. People always need a place to live. When today's sellers and buyers take the advice of brokers and adjust their price to current market conditions, deals get done quickly. Focusing on those deals definitely paid off this year.

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