



Steven Salomone, Prudential Serls Commercial Group

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Steven Salomone

Director of Real Estate Investment Sales

Prudential Serls Commercial Group

2537 Route 52

Hopewell Junction, NY 12533

845-223-0724 (Direct)

845-227-6520 (Fax)

914-329-0185 (Cell)

Steven.salomone@prudentialserls.com

www.pruserlscommercial.com

What was your most notable project or transaction in 2010?

Securing the exclusive for the IBM West Campus (1 million s/f). It is a project that will greatly influence Dutchess County and create jobs.

What are your commercial real estate predictions for 2011?

Investment dollars will start to loosen up and we expect a greater number of investment deals to close as cap rates stabilize and the gap between the asking prices and the bidding prices closes.

What is your New Year's Resolution for 2011?

To work smarter and focus on core competencies.

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