



## **Polsinelli of Eastern Consolidated successfully transacted over 15 retail sales totaling \$200 million**

May 28, 2013 - Spotlights

NYREJ Women in Real Estate Q & A

Deadline EXTENDED to May 10, 2013

Name: Adelaide Polsinelli

Title: Senior Director

Company/Firm: Eastern Consolidated

Years with company/firm: 1-1/2 years

Years in field: 26

Years in real estate industry: 26

Telephone: 646-658-7327

Email: [apolsinelli@easternconsolidated.com](mailto:apolsinelli@easternconsolidated.com)

URL: <http://www.easternconsolidated.com>

Real Estate Associations/Affiliations: REBNY, RSA, SPONY, ICSC and CHIP

Which project, deal or transaction was the "game changer" in the advancement of your career?

The biggest "game changer" for me was taking the helm of Eastern's Retail Sales Group in 2012. While Eastern has always had a strong retail focus, given the new demands of the marketplace, we are now offering an additional level of service for our clients. It's been a tremendous success. In the first four months of business, Eastern Consolidated successfully transacted over 15 retail sales totaling in excess of \$200 million - and we've done much, much more since then. We are currently in the market with three, highly-visible retail properties--home to SoHo restaurant favorites The Harrison at 355 Greenwich Street (a.k.a., 28-30 Harrison Street); Flor de Sol at the adjacent 361 Greenwich Street; and soon-to-vacate Five Guys Burgers and Fries at 496 LaGuardia Place, priced at \$11 million. We are also spearheading the sales of a 11,795 s/f retail condominium near the Museum of Natural History at 380 Columbus Avenue for \$23.5 million; a 4,079-square-foot retail condo at the base of Trump Place Apartments on the Upper West Side for \$4.75 million; a prime

8,885 s/f TriBeCa mixed-use building at 90 Chambers Street for \$9.75 million; a 4,000 s/f retail condominium at 121 Greene Street, home to trendy eyewear flagship Warby Parker.

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