



Faith Hope Consolo, Douglas Elliman

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Faith Hope Consolo, Chairman

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What was your Greatest Accomplishment this year?

It was another stellar year with U.S. debuts of European brands, such as Italy's Armani Jr and Caramel Baby & Child from the UK, and the transformation and expansion of "The Shops at St. Petersburg," FL. Personally, the best was seeing the charity I launched last year, Real Estate Has A Heart, make a difference in hundreds of peoples' lives, from providing scholarships to raising record sums for the American Heart Assoc., St. Francis Food Pantries and Mercy College. Ultimately, anyone can make money; it's what you do with it that counts.

What was your most notable project, deal or transaction in 2012?

Moving Buccellati to a multi-level space at 810 Madison Avenue earlier this year was the culmination of three years of hard work, and a great success for my client. What began as a basic buyout/disposition became negotiations with three different owners, and finished with the Italian jeweler's first move in four decades. To secure the new location, we carefully negotiated with yet another owner because the store had just been leased and two back-ups were waiting. It was challenging to say the least, but rewarding in the end.

What are your predictions for commercial real estate in 2013?

Canada will become a major contender! My team is currently working on consultancies in Toronto and Montreal, while bringing Canadian brands stateside. We filled many holes along retail corridors from Madison Avenue to Soho and this trend will continue. I feel very positive about 2013, with the economy stabilizing and tourism in NYC breaking records for a third year in a row. Rebuilding efforts continue in all areas affected by Superstorm Sandy, including FiDi and Tribeca, which will emerge as retail epicenters and encourage national retailers.

What are your resolutions for 2013?

Make some time for myself to smell the roses, get more exercise and enjoy the fruits of my labors. These are the same resolutions I've had for years and someday they will be realized. In the

meantime, there's work do be done on behalf of various business communities through NYCrew, AREW, CREW, and my beloved ICSC, as I continue to follow my lifelong resolution and passion to introduce new retailers from across the country and around the world to Our City.

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