



## **2017 Women in Building Services: Connie Racanelli, Con Rac Construction Group, LLC**

October 17, 2017 - Spotlights

Name: Connie Racanelli

Title: President and CEO

Company Name: Con Rac Construction Group, LLC

Years in real estate: 20

What real estate associations or organizations are you a member of? Bar Association and WMGA

How have you navigated obstacles to achieve success in your career?

I have navigated obstacles by staying patient and utilizing knowledge from family and other resources to obtain information to solve problems. In working in real estate law and construction, I have come across many personalities and I have learned to try to work cohesively with the different personalities. In closing real estate transactions there are always issues that come up at the last minute and in order to close, there has to be compromise and cooperation among everyone.

How do you play your strengths to your advantage in your career?

I use my background in social work to deal with people and my education and law degree to assist with the different personalities I encounter and the situations I come across. I learned from my father to treat everyone the same and I think that really helps with my ability to relate to everyone I come across. Having four older brothers, I learned to persevere and keep trying to keep up with them in anything that they do and compete and always try to educate myself further.

What trends are you seeing so far this year?

Seeing real estate and construction pick up. It is definitely a seller's market and sellers are getting more than asking price. Construction is picking up as well and there is more development. Lower interest rates have helped with both but the rates are trending up so it will be interesting to see what happens as they continue to rise.

What do you do for fun?

I love spending time with my family and traveling with them so that they can see different things and encounter different cultures and people. I enjoy playing golf if I can find the time which is difficult with two little ones.

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