



## **2023 Ones to Watch Industry Leaders: Eddie Keda, Tri State Commercial Realty**

June 27, 2023 - Spotlights



Eddie Keda  
Managing Director

Tri State Commercial Realty

Number of years in CURRENT position: 5

3 skills that you use every day in your position: Patience, negotiation, and knowing how to break down concerns + remediate them.

Best book, podcast, or app for aspiring leaders: Never Split the Difference by Christopher Voss & Tahl Raz.

Best advice for new leaders in 10 words or less: Do not get emotional, get used to rejection and failure.

What was one of your biggest challenges as a leader and how did you overcome it? The 4th and 5th Floors of 295 Front St.

The way this deal began we knew we had a 4-6 week span to get everything signed off, approved and finalized. In most cases that would be enough time but to get that done with a tenant such as a Charter School, especially one that is over 25,000 s/f, is nearly impossible.

I got to see first hand what people can accomplish when they team up, have a shared goal in mind and are willing to not only collaborate but express their concerns openly and honestly.

What makes this nominee an Industry Leader?

"I am nominating Eddie Keda as an industry leader for his dedication to his team and his ability to lead by example. Eddie is motivated, humble, and truly a prime example of what a leader should be in this industry."- Maggie Matthes, Operations Manager at Tri State Commercial Realty.

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