



2024 Year in Review: Adelaide Polsinelli, Compass

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Adelaide Polsinelli
Vice Chairman
Compass

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2024?

2024 was undeniably the year of the Big City Short, as we witnessed values plummet to lows not seen since the early 2000s. As vice chairman, my responsibility was to chart new paths for my brokers amidst these challenging conditions. This led us to expand our services beyond traditional

sales to include note sales, retail, office, and industrial leasing.

The results speak for themselves: we proudly closed 59 transactions that would not have been possible had we limited our scope. By adapting to market dynamics and broadening our expertise, we not only weathered the storm but thrived in an unpredictable market.

What emerging trends will drive investment and development in 2025?

In 2025, sustainability and adaptive reuse will drive investment and development as developers prioritize energy-efficient buildings and repurposing underutilized spaces. The rise of hybrid work will fuel demand for flexible office layouts and mixed-use properties. Logistics and last-mile delivery hubs will expand, driven by e-commerce growth. Multifamily housing will remain strong, with emphasis on affordability and co-living concepts to meet urban demand. Additionally, AI and proptech innovations will enhance decision-making, streamlining acquisitions and property management. Investors will also explore emerging markets and sectors, such as life sciences and data centers, capitalizing on their resilience and long-term growth potential.

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