



## **Kathleen Giamo, The Giamo Group**

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What was your greatest professional accomplishment in 2012? : Professionally it has been a challenging year for me. The market is very tough and the specific tenant base that I am working with is demanding. The lease process is twice as long as in the past and the information needed to close the deal is enormous. But bringing the occupancy of the Rubie Corp Plaza to 65% in spite of the challenges has been to me a terrific accomplishment.

What was your most notable project, deal or transaction in 2012? : Working on behalf of Rubie to secure the lease for the headquarters of Community National Bank. It required a huge amount of time and understanding of the tenant requirements. The effort of the broker Paul Amoruso to make it happen and the patience needed to keep it moving along made it a notable transaction for me.

What are your predictions for commercial real estate in 2013? : I see the commercial market moving steadily along. The rentals are stable and the Class A space vacancy is much smaller than it has been in years. The flight to quality is where the tenant wants to be so my guess is that many developers are looking at design drawings once again! It may be a few years but the market will demand new space relatively soon. It takes at least 2 years to get ready to break ground so where do we go from here? Long Island is a resilient region and has bounced back after down times, we need creativity.

What are your resolutions for 2013? : To enjoy life and not obsess about making every detail perfect. And, not be on my cell phone while driving anymore. I want to spend more time on self improvement projects maybe learn a new language. The real estate industry in general has entered a new age of internet, deals are done on the computer, RFP are sent by email, they are answered by email and the lease is done by email. But, the showing is always in person so the art of the showing is something I would like to find a way to teach to new brokers.