



Roger Delisle, Island Associates

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What was your greatest professional accomplishment in 2012? : Went back to school for my MBA and finish up my CCIM classes. Concentrated and focus with office on new developments to be finalized in 2013, looking forward to 2013.

What was your most notable project, deal or transaction in 2012? : Expansion of a CVS in East Islip where we commenced discussions with the landlord in 2006 only to resurrect negotiations in 2010 to consummate in 2012 (dilatary process)and open with a drive thru of existing site.

What are your predictions for commercial real estate in 2013? : Given the tenuous market we are entering, continued low interest rates for the 1st half of the year. shake up of retailers/investors where 2 years of sluggish absorption some will step out of the market. Contraction for retailers entering the market.

What are your resolutions for 2013? : close the real estate transactions we worked on in 2011 and 2012 to close in 2013.

Complete my CCIM Designation (I find their classes instrumental and extremely applicable) in this industry. Add depth and knowledge to understanding alternative investments and guide clients in the before tax and after tax return on investment. Comparing Capital Accumulations on diverse investments, enhanced value to all clients.

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