



## **Adelaide Polsinelli, Eastern Consolidated**

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What was your greatest professional accomplishment in 2012? : joining the Eastern Consolidated all-star team of seasoned investment sales pros. Being affiliated with a firm that has a deep bench of talented brokers, stature in the industry on a local and national level, and a collaborative playing field, has given me opportunities i never expected, more than doubling my deal volume.

Having been in the investment sales industry for over 26 years, allows me to appreciate how successful a broker can be doing what they love in a firm that embraces their entrepreneurial spirit.

What was your most notable project, deal or transaction in 2012? : 2012 was one of my most successful years. Having sold over 20 deals this year, I also enjoyed a deep personal victory in the sale of the iconic "King of Greene Street" Building in Soho. after several unsuccessful deals, i was able to close the transaction where both sides left the table satisfied.

What are your predictions for commercial real estate in 2013? : cap rates will further compress ,yet because of interest rates being so low, the market will be robust for 2013. this will be one of the most opportunistic markets ever.

What are your resolutions for 2013? : Live every day with vigor and passion and enjoy the beauty in every moment

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