



## **Decade Answers: Roger Delisle**

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Roger Delisle Jr. is the managing director for Island Associates Real Estate Inc., Smithtown, N.Y.

What was one of your corporate or career highlights of the decade?

I cannot state one event, but cumulatively, a myriad of events will define the decade. From the rising market of early 2000s where cap rates of 9-10% were the norm, to where the market was appreciating 10-15% annually for some investors/sellers delight. Now I am dating myself in early 2000's to the heating up of the market with 5% capitalization rates (which I struggled to comprehend). Following the expansive market and tenants insatiable appetite for more space, pushing rents up beyond one's coherent comprehension where the market has been contracting for the past three years.

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