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## **ABG Commercial: A female-led company with female team members**

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In commercial real estate, women make up a small percentage of executives, agents, and brokers. Specifically as executives, women only have a 22% standing in real estate today. At ABG Commercial, we are pleased to be a company that has female agents, advisors, and a female principal.

Toni Shelzi, principal and manager for ABG Commercial, has over 25 years experience in real estate. Having founded her first real estate office in 1988, Shelzi works overseeing many things such as being a real estate broker, construction supervisor. Shelzi's team at ABG currently includes ten agents besides herself. Stephanie Deering and Karen Bunch, an agent and advisor for ABG Commercial respectively, are the other integral women in Shelzi's vastly growing team.

Deering has been with ABG Commercial since April of 2011. Specializing in office space, Deering has recently had notable transactions including several retail and offices spaces in Cambridge and Somerville. Amongst those recent transactions, she recently leased retail space in Magoun Sq., Somerville to Pennypacker's Fine Foods, also in Somerville. Deering has also had multiple transactions in Central Sq., Cambridge located right between two very prestigious Cambridge schools, MIT and Harvard. Deering came to ABG in 2011, from a background in the mortgage industry. Knowing that real estate can be a life changing investment, Deering works with her clients to find a highly suitable space for their needs.

Bunch is an advisor who has been with ABG Commercial for a year. Bunch has an associate's and bachelor's degree in Communications from Mount Ida College, and previously worked in sales to large food chains for a decade. Having come to ABG Commercial from a background of sales throughout Massachusetts, Bunch works closely with her clients to assure they'll find the perfect space for their needs. Currently, Bunch is handling the Upham's Corner property, the current location of Payless Shoes at the intersection of Columbia and Dudley in Dorchester. This property is currently being converted into the new Upham's Corner Food Court. Dorchester is the largest neighborhood in Boston, and the property is looking to add a coffee shop, bakery and deli. Bunch is working together with another agent from the ABG team on this property, highlighting her abilities for team work. In addition to being an advisor for ABG Commercial, Bunch's background includes her own advising firm, KLB, and previous time at PKR as a real estate advisor. Bunch is focused and result driven, qualities in which give her clients peace of mind while working with her, knowing she'll go the extra mile.

Although women make up a minority in the sector of commercial real estate, they can be just as competitive and tenacious as men in the industry. Coming from a female-led company with female team members, everyone at ABG Commercial knows that the women in commercial real estate are not willing to be overshadowed by their male colleagues.

Toni Shelzi is the principal and CEO at ABG Commercial, Cambridge, MA.

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