



CELEBRATING
55 YEARS

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2022 Women in Commercial Real Estate: Anna Kocsondy, CBRE, Inc.

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Anna Kocsondy
Vice President

CBRE, Inc.

What has been your biggest challenge and how have you faced it? My biggest challenge has been being a mom and having a career. I struggled to balance both for a year after my first child was born. There was not enough time, and I was discouraged. My team was supportive and provided the flexibility I needed to stay at CBRE. This was a “best of both worlds” solution for me, my family, and my team. Life is all about choices and putting your priorities first. And after 19 years at CBRE, I am satisfied with the work/life balance I have achieved.

In the past year, what project, transaction or accomplishment are you most proud of? I am proud to have leased Northland's Pratt St. retail spaces to 100%. As part of our team's positioning of 242 Trumbull St. for sale, it was integral to deliver vibrant retail leases and a thriving Pratt St. These were challenging suites to lease – long vacant, unable to subdivide, and required significant tenant improvement dollars. Northland's willingness, combined with funds from the city of Hartford's Hart Lift program, jump started our efforts. Our team was successful in signing seven new leases in the past year. 242 Trumbull St. is an excellent opportunity for multi-family conversion, which will further strengthen downtown Hartford.

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