



Sandy Bilsky has spent his entire 40 year career in the world of commercial real estate. Born and raised in New York City, after college, he entered the field in 1965 when he took his first job, on Wall Street, for the title Guarantee Company. He rapidly became the youngest officer in the Company. In 1969, one of his largest clients and a major Manhattan developer, convinced Sandy to direct his career towards commercial brokerage and he joined Douglas L. Elliman & Company, also owned by the client. He became a successful broker.

In the early 70's, however, with the boom of the fast food industry, Hueblein, Inc, the giant liquor company, purchased the Kentucky Fried Chicken Corporation, and brought Sandy into the corporate real estate world as their North East Director of Real Estate for KFC. Here he negotiated hundreds of leases and Contracts of Sale throughout the U.S. and Canada. This extensive site selection and development experience lead him to his next corporate position as V.P. and Director of Real Estate and Construction for the Hit or Miss Division of the Zayre Corporation, headquartered in Boston. For Zayre his negotiations were primarily directed towards chain store leasing and construction in regional shopping Centers from Coast to Coast.

In 1979, because of his national experience, Sandy was recruited by Paul and Albert Reichmann to come over to the developers' side of the table and join the Olympia and York Companies from Toronto, Canada, but U.S. headquartered in New York City. As Vice President of Leasing, The Director of Business Development and "Senior Negotiator", he spent the next 12 years negotiating numerous leases and contracts in the major U.S. cities and in London. In the late 80's and early 1990's, Olympia & York became the largest privately owned commercial real estate company in the world, with over 100,000,000 square feet of real estate under ownership. Some of the better known projects that Sandy contributed his skills to were the World Financial Center in NYC, Canary Wharf in London and Exchange Place in Boston. When O & Y left the U.S. in 1993, Sandy began his transition from NYC to Rhode Island. As Executive Vice President of Trammell Crow Company, he negotiated a 3,000,000 Square foot contract with Fleet Bank. Under Rhode Island Governor Link Almond, Sandy joined the Rhode Island Economic Development Corp. as Director of Business Development. Here he worked with his national commercial real estate corporate contacts, to bring new companies into the state and create more jobs.

In 2000, Sandy founded Real Estate Equities, Inc. in an effort to bring his vast commercial real estate knowledge and experience together to better service the needs of commercial tenants, landlords, investors and private sellers and buyers and corporate users.

Sandy resides in Wakefield, RI with his wife Anne, who also works for Real Estate Equities, and their Australian Cattle dog, Ally. He has been an active lecturer at conferences given by The National Association of Corporate Real Estate Executives, The Society of Industrial and Office Realtors, Commercial Property News, The Kenan-Flagler Business School of the University of North Carolina, the Cornell University Graduate School of Management and the MIT Center for Real Estate Management.