

REAL ESTATE

Douglas Elliman's Retail Group chairman Faith Consolo dies

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Faith Hope Consolo is chairman of the retail group at Douglas Elliman Real Estate

By STAFF REPORTS

Faith Consolo, the chairman of real estate brokerage Douglas Elliman's Retail Group, died suddenly on Dec. 23 at the age of 69.

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Ms. Consolo, who earned the nickname "The Queen of Retail," was known for her expertise in New York's commercial real estate market, and amassed a client roster that included numerous luxury brands. The executive is being remembered for her big personality as well as the impact that her deals had on shopping stretches including Madison Avenue and Fifth Avenue.

"Faith was a driving and iconic force in New York City's retail sector, one of the city's most prolific retail brokers, and aptly known as "The Queen of Retail," said Douglas Elliman in a statement. "Her clients included Cartier, Versace, Zara, Louis Vuitton, Fendi, Yves Saint Laurent and more, from fashion to food to fitness brands.

"Her contribution to the real estate world was immense, as she was tireless with her leadership roles in the industry, and a powerful model for women," the company said. "Faith will be greatly missed."

Real estate queen

Beyond her work at Douglas Elliman, Ms. Consolo served as the only consultant to the Economic Development Corporation. She also held leadership roles with the Commercial Real Estate Women network, International Council of Shopping Centers and Association of Real Estate Women, where she founded the AREW Charitable Fund.

She was a frequent speaker at industry events, as well as appearing on broadcast news programs and authoring columns for publications including *Real Estate Weekly* and *New York Real Estate Journal*.

Earlier in December, Ms. Consolo made an off-Broadway appearance for one night in the musical "Faux-Bia!" at Carnegie's Zankel Hall.



Faith Consolo. Image courtesy of Douglas Elliman

With the branded slogan "You need Faith," Ms. Consolo worked on transactions ranging from high-street retail to malls.

"The definition of luxury is choices, and there is no other city like New York that offers the best in luxury in every category – sourced from all corners of the world," Ms. Consolo told *Luxury Daily* in a 2018 interview ([see story](#)). "As an international fashion capital, New York City is a shopping destination for international tourists, regional visitors and locals alike.

"What other city to invest in bricks-and-mortar than New York – the ultimate stage for brands to attract attention from record-breaking numbers of shoppers who come worldwide – a recipe for success if executed well," she said.

Before joining Douglas Elliman in 2005, Ms. Consolo was chairman of Garrick-Aug Worldwide, Ltd.

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