



2017 Year in Review: Gary Cottet, Cushman & Wakefield/Pyramid Brokerage Co.

December 19, 2017 - Spotlights

Name & Title: Gary Cottet, Associate Real Estate Broker

Company Name: Cushman & Wakefield/Pyramid Brokerage Company

Address: 5786 Widewaters Pkwy, Syracuse, NY 13214

What was your most notable project, deal, transaction or professional achievement in 2017?

My most notable transaction in 2017 was a tenant rep assignment for a 200,000 s/f warehouse lease renewal. We were able to reduce the tenant's occupancy costs considerably although the tenant's original expectation was to see a rent increase.

What was the best decision you made in 2017 and why? The best decision I made in 2017 was to be more selective in the assignments I choose to work on. This decision has allowed me to focus on fewer but more meaningful listings.

Who or what contributed to your success in 2017 and why?

The tremendous administrative and marketing support team at Cushman & Wakefield/Pyramid Brokerage Company contributed my success in 2017, as it has every year I have been in the commercial real estate industry.

What trends will impact your business in 2018?

The tight industrial market and lack of quality product in almost every size range will impact my business in 2018 and provide the greatest challenge.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540