



## **Bart Zimmermann, Barcel Group**

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What was your greatest professional accomplishment in 2012? : I am proud of having a decent year after being out of the real estate market for two years. I was excited to provide professional service to all my clients who completed transactions this year.

What was your most notable project, deal or transaction in 2012? : 2555-2565 Grand Concourse. 90 units 6 stores

What are your predictions for commercial real estate in 2013? : I believe there will be a slow down in the sales market for the first quarter while investors and sellers sort out the new tax ramifications(financial cliff). Sales should considerably pick up in the later part of 2013 due to continued low interest rates and rising employment numbers. Investors should keep an eye on national unemployment now that Federal Chairman Bernacke has hinted that he would not touch interest rates until the unemployment figures are at 6.5%.

What are your resolutions for 2013? : for 2013 I want to spend less time on deals that do not have the potential to close. I wasted a lot of time on deals where the buyer or seller got stuck in a situation where they could not close a deal due to many unforeseen factors. I feel I can do a better job of vetting buyers and sellers in order to provide seamless transactions for my clients.

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