



## Harvey Kolin, Corporate Commercial Realty, LLC

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What was your greatest professional accomplishment in 2012? : Using my CCIM designation to help clients understand how their real estate can be used to develop capital accumulation. In some cases holding the existing building and doing nothing was the right answer in other cases it was more appropriate to sell their existing building and buy a building at a very high cap.rate. My ability to demonstrate these case studies with hard numbers not emotional fluff was very exciting to me.

What was your most notable project, deal or transaction in 2012? : The sale of 235 Little East neck Rd, Babylon. This was a 40,000 sf mostly vacant industrial building that I introduced to a 16,000sf tenant. I only use NYSCAR listing forms, my commission was protected from the moment I introduced the building to the tenant. I was able to demonstrate to the landlord that it was to his benefit to sell this building to the tenant. Using the CCIM Discount Cash flow analysis the landlord saw the benefit. I was able to sell the landlord another 20,000 sf building.

What are your predictions for commercial real estate in 2013? : Currently my partners and I are working on the sale of several investment properties. I believe if the low cost of money continues during next year, investors will benefit from the inflation this country is going to see in the following years. However, we need Washington to understand that the economics of this country is based on a long term plans from them. Washington must stop playing chicken and give business what it needs to employee people.

What are your resolutions for 2013? : To continue to reach out to my existing customers and my data base, to stay in touch with them. This business is about long term relationships not quick transactions.