



## **Richard Selig, CBC Alliance**

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What was your greatest professional accomplishment in 2012? : Even greater than the deals, our teaming up with Waterfall Asset Management turned 2012 into a watershed year for our firm. In August, we re-branded as CBC Alliance, the only Coldwell Banker Commercial office in New York City and a member of one of the largest professional networks in the world. Moreover, our partnership with Waterfall has given us access to capital that is already expediting our expansion into other markets and the continued growth of the New York office.

What was your most notable project, deal or transaction in 2012? : This was a busy year with many significant deals, but among our most interesting were two that Peter Sabesan, Nina Santos-Becker and I worked on. The first was a lease for Transit Wireless, the company responsible for the cellular and data systems currently being installed throughout the City's transit system. They took the entire 12th floor at 151 W. 30th Street, plus part of the roof. The second was winning the exclusive agency for the Cinnabon/Carvel Manhattan roll-out.

What are your predictions for commercial real estate in 2013? : Although the state of the global economy next year will have an impact on what businesses plan to do in terms of relocation and expansion in New York City, I feel confident in our company's core base, as well as the local economy. Deals have never stopped here, even three and four years ago, and we are already benefiting from a slow but steady recovery, which I believe will take us into a much brighter future.

What are your resolutions for 2013? : Along with my partner of 20-plus years, Peter Sabesan, I plan to continue to bring the best talent to CBC Alliance as we grow into a national brand with local expertise. On a personal note, my resolution this year is to spend more time with family and friends. Work is always challenging and fulfilling, but sharing time with loved ones is one of the reasons why we work as hard as we do.