



Edward Smith of Coldwell Banker Commercial NRT

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What are your predictions for commercial real estate in 2012?

Most areas of the Northeast have "bottomed" out on commercial pricing. Money is available through regional banks, credit unions and from the SBA programs. Buyers and investors are ready, most sellers are now realistic about current values and real estate is still the best long term investment. Leasing activity will remain strong. 2012 will be a great year for commercial real estate brokerage.

What was your greatest professional accomplishment in 2011?

Completing my fifth book on commercial real estate, "Buy the Numbers: Investing in Real Estate" (available on amazon.com)

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