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December 26, 2011 - Spotlights

What was your greatest professional accomplishment in 2011?

This is my 30th anniversary in business. Previous to that time I worked for four companies over a period of eight years and gained valuable experience. On my first day of business in March, 1981, President Reagan was shot and interest rates were at 16-18%. Those were challenging times. If I could survive that; there was nothing I couldn't survive.

What was your most notable project, deal or transaction in 2011?

There were a number of mixed use projects we appraised or completed market studies on throughout Upstate New York which were high profile assignments.

What are your predictions for commercial real estate in 2012?

There will be an increase in interest rates late in 2012 with some continued stability in general residential, commercial, industrial real estate. However, if it looks like there could be a change in the White House, the national commercial and industrial real estate market will begin to surge.

What are your resolutions for 2012?

I'm going to bet \$100 in Las Vegas again on the Buffalo Bills winning the Super Bowl. Good Luck!

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