



Welter named Realtor of the Year for the New York State Commercial Association of Realtors

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According to The New York State Commercial Association of Realtors, Theodore "Ted" Welter, CCIM, CPM, of Welter Realty, LLC, in Rochester, is the recipient of the Realtor of the Year Award. The award was presented to Welter by the 2011 Realtor of the Year recipient, James Walker, during the February 10th board of governor's meeting held at the Desmond Hotel.

The award is given each year to recognize an outstanding active member of the New York State Commercial Association of Realtors (NYSCAR). The current chair of NYSCAR's grievance committee, Welter was recognized for his commitment to excellence and his outstanding efforts on behalf of the NYSCAR, Inc. As a member of the annual conference planning committee, Welter's assistance, untiring efforts and vision have been instrumental in making the conference a huge success.

Welter has focused his 30 year career in the Upstate/Western New York commercial real estate market. With a particular emphasis on troubled asset turnaround working with lenders from across the nation, he is well-experienced in the management, brokerage, leasing and property tax appeals for virtually all types of commercial/investment real estate.

He has been responsible for more than \$350 million in lease and sale transactions for clients ranging from single asset owners to institutional clients with large multi-site portfolios. His property tax reduction clients have realized savings in excess of \$25 million as a result of his representation with municipalities across the state.

Welter holds the Certified Commercial Investment Member (CCIM) designation conferred by the CCIM Institute and the Certified Property Manager (CPM) designation awarded by the Institute of Real Estate Management (IREM). He is a licensed real estate broker in the state of New York and a receiver approved by the Unified Court System of New York state.

As an active member of NYSCAR he serves on the board of governors for the state, as well having served for many years on the Rochester Area Chapter Board of Directors and most recently as their 2011 president. In 2006 he won the Commercial Realtor of the Year in the Rochester Area Chapter and in 2008 received their Meritorious Service Award in recognition of his leadership in developing a new Long Range Plan for the organization. He is a long-standing member of IREM, a past president of their Rochester-Western New York Chapter and is a past recipient of their CPM of the Year Award.

During Welter's extensive career he has also served as; director of leasing for Rochester's largest private real estate investment company, Buckingham Properties LLC, where he managed the leasing team responsible for an 8 million s/f portfolio; the general manager that developed Rochester-based Charter Real Estate Brokerage Services leading an 8-agent commercial real estate services team and; Vice President of the Cabot Group overseeing the firm's management

and leasing division including \$300 million in commercial and multi-family properties across Western New York.

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