



Jessica Richer, RealtyUSA Commercial Investment Division

December 22, 2014 - Spotlights

What was the best thing that happened to you or your firm in 2014?

The Best Thing that happened to me this year was being named the "Commercial Investment Agent of the Year 2013" and "Top Branch Producer 2013" for the RealtyUSA Commercial Division at the Regional Awards event in March of 2014.

What was your most notable project, deal, transaction or personal achievement in 2014?

I was selected by the Bethlehem Central School District to be the Listing Agent for their Administrative Building. The building was zoned specific to the School District use therefore; any new buyer would be required to obtain a use variance. The first party under contract was not able to gain community support for their proposed use. The second purchaser put together a team of professionals who collaborated and gained community support for the concept. It was exciting and fun. The purchaser was granted a use variance and a parking variance and closed on the deal in May 2014.

What are you looking forward to accomplishing in 2015?

I am looking forward to applying for a SIOR (Society of Industrial And Office Realtors) candidacy and beginning that journey in my professional development.

What are some of your real estate predictions for 2015?

I think that 2015 will be another great year. During this year, I was involved in a significant level of leasing activity in the office and warehouse sectors as well as sales of small to midsize commercial buildings. I believe that 2015 is poised to maintain this trend and that the Commercial Real Estate activity in 2015 will continue to be strong in the Capital District.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540