



Ed Smith, Coldwell Banker Commercial NRT

December 28, 2012 - Spotlights

Contact Name : Ed Smith

Company Name : Coldwell Banker Commercial NRT

Email : edward.smith@cbmoves.com

Phone : 914 234 3647

Fax :

Address, City, State : 30 Village Green, Bedford, NY 10506

What was your greatest professional accomplishment in 2012? : Writing my sixth book. This is a textbook, Commercial and Investment Real Estate: Tools of the Trade, published by Dearborn. It will be used by instructors to teach Commercial Real Estate throughout the country.

What was your most notable project, deal or transaction in 2012? : Project - Expanding the Coldwell Banker Commercial NRT training program. We like to think of our agents as being "the best trained agents on the street". Our new program runs seven weeks with classroom and webinar instruction, preparing our agents to become Commercial Professionals.

What are your predictions for commercial real estate in 2013? : It is going to be a great year for commercial real estate. The market has bottomed out. Investors are ready to buy. Washington should become decisive with tax decisions (good or bad), creating stability, which should lead to a better flow of commercial mortgage money.

Green building and rehabbing will come to the forefront again as there is even greater awareness of climate changes. Tenants will be seeking to locate in Green buildings and landlords will need to respond.

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