



Fetscher joins Coldwell Banker as senior commercial real estate advisor

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Paul Fetscher,
Coldwell Banker NRT

Syosset, NY According to Laura Rittenberg, president of Coldwell Banker NRT on Long Island and Queens, Paul Fetscher, CCIM CRX CLS, has been named senior commercial real estate advisor to the company.

“I’m very pleased to welcome Paul to join and assist with the commercial real estate division on Long Island and Queens. As part of this newly-created role, in addition to continuing to grow his successful commercial practice he will serve as a local resource to the commercial and dual practicing sales associates. Paul will also seek opportunities to broaden the company’s presence in the marketplace,” said Rittenberg.

As a CCIM, as designated by the National Association of Realtors, Fetscher has extensive experience in commercial sales, leases, exchanges, buyer and tenant representation, negotiations and financial analysis investments. His most recent position as president of Great American Brokerage, Inc., a company he founded in 1980, provided specialized sales experience with restaurants and retail space in the greater New York metro region. “I am excited to parlay my expert knowledge in this new role for the benefit of Coldwell Banker Commercial NRT,” stated Fetscher. “There is a lot of opportunity that can be capitalized on and I am looking forward to sharing my skillset with my fellow commercial professionals to seek new growth opportunities for the company on Long Island.”

Fetscher began his career in commercial real estate in 1969 and was a top retail producer nationwide for Cushman and Wakefield real estate in the early part of his career. His real estate career has led him to projects and transactions around the world in the restaurant and retail industries. In addition to his CCIM designation, he is also a Certified Real Estate Executive (CRX) and a Certified Leasing Specialist (CLS), as designated by the International Council of Shopping Centers.

As a guest columnist, Fetscher has contributed to Nation’s Restaurant News, Dealmakers, Retail Vacancy Reporter, among other publications. He has been a lecturer at the LIU Post, New York

University, Columbia University, and the Wharton School of the University of Pennsylvania. He is often a guest speaker at various trade conferences, including the Multiple Unit Food Service Organization (MUFSO), the International Council of Shopping Centers, and Toastmasters International. In his spare time, Fetscher is an accomplished long distance runner and marathoner, having participated in more than 290 marathons with a personal best time of 2:21:49.

Fetscher attended The Citadel in Charleston, S.C. where he majored in civil engineering and minored in mathematics, business and psychology. He resides in Long Beach.

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