



2017 Year in Review: Karen Dome, Coldwell Banker Commercial Advisors

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Name & Title: Karen Dome, Managing Principal of Investment Sales

Company Name: Coldwell Banker Commercial Advisors

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What was your most notable project, deal, transaction or professional achievement in 2017?

Most notable deal I brokered the sale of 75 Holly Hill Lane, a 105,102 s/f office building for \$33.75 million. CBC Advisors represented the buyer and the seller in this transaction. It is a class A office asset located in Greenwich. The property's location ownership and tenancy made this a significant asset sale. The seller saw opportunity and the buyer saw potential. My delivery as an advisor, facilitating this deal to a powerful execution, ensured success.

What was the best decision you made in 2017 and why?

Shifting my focus while Manhattan investment sales activity has been down 45 percent, to increasing my activity in NYC boroughs and CT. Recognizing that my buyer pool dynamics expanded from New York to Connecticut as demonstrated by my two other recent sales in this year at both 111 and 123 High Ridge Rd. in Stamford, Conn. Utilizing foresight to work on exciting and exceptional opportunity in development sites in LIC in 2017. Additionally, representing 1031 buyers in NYC in their demand to deploy capital.

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