



## 2017 Year in Review: Jessica Richer, Hanna Commercial Real Estate

December 19, 2017 - Spotlights

Name & Title: Jessica Richer, Licensed Associate Real Estate Broker

Company Name: Hanna Commercial Real Estate

Address: 20 Aviation Road, Albany, NY 12205

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

My most notable transaction in 2017 was the sale of a senior housing apartment building.

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

The best decision I made was to expand my team. The amount of listings and transactions increased and the quality and service to tenants and buyers was enhanced.

Who or what contributed to your success in 2017 and why?

The variety and types of transactions were much more diverse this year. Our deals were split 50/50 between leasing activity and purchase and sale of real estate.

What trends will impact your business in 2018?

Leading economists predict that the real estate market will continue to be solid in the Capital Region. Numerous office, retail and multifamily development projects are in the planning and building stages. I expect my business to also be influenced by utilization of new technology, social media and enhanced CRM products in the commercial real estate industry.

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