



2017 Year in Review: Paul Fetscher, Coldwell Banker Commercial NRT

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Name & Title: Paul Fetscher CCIM CRX CLS, Senior Commercial Real Estate Advisor

Company Name: Coldwell Banker Commercial NRT

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

I think that every 38 years or so I need a new challenge—so I accepted the challenge of running the commercial real estate for Coldwell Banker Commercial NRT. I now have a team of 62 commercial real estate brokers to work with and inspire.

What trends will impact your business in 2018?

There are significant disruptors in retail and in the real estate business. Today, anyone can look for properties available on public facing websites. Despite changes in marketing and communications, we **STILL** need brokers with good commercial local knowledge in order to best serve clients.

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