



Year in Review 2018: Jessica Richer, Hanna Commercial Real Estate

December 18, 2018 - Spotlights

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

Company Name: Hanna Commercial Real Estate

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What was your most notable project, deal, transaction or professional achievement in 2018?

The most challenging deal this year involved a project that encountered unexpected environmental issues. We were able to negotiate terms to satisfy the buyer, seller and lenders and to close the transaction in the first half of 2018.

What was the best decision that you made in 2018 and how did it impact your business?

I incorporated a new shared data and filing system for my team. It streamlined communications and the ability for all of us to serve clients in a faster and more efficient manner.

What market trend(s) will impact your industry in 2019?

I anticipate a portion of investors who sell properties or move money out of the stock market will invest in NNN leased properties. I have seen a lot of that activity in the third and fourth quarters of 2018 and I think that market trend in the Capital District will continue during 2019.

What was an unexpected event that occurred in 2018, and how did it impact your career or personal life?

No unexpected events that impacted my career or personal life.

Do you have any New Year's Resolution(s)?

Yes to focus on a better balance between work and play!!

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