



2019 Women in Real Estate: Jessica Richer, Hanna Commercial Real Estate

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Name: Jessica Richer

Title: Licensed Associate Real Estate Broker

Company Name: Hanna Commercial Real Estate

Association/Organization Affiliations (REAL ESTATE ONLY): NYSAR, NYSCAR, CIREB, GCAR

Who inspired you to join the CRE Industry?

I was introduced to commercial real estate by the late Walter Uccellini, founder of The United Group of Companies in Troy, N.Y. When I met him, I had 20 years of health care experience as an operator, manager and then lobbyist for not for profit providers of senior services. Walter said to me, "I need someone with your background who knows the senior housing industry and has the political astuteness to get my projects approved via state funding entities and then through the municipal planning process. Don't worry about not knowing the real estate end of things – I will teach you everything you need to know." And that conversation was the starting point for my career in the world of real estate.

What recent project or transaction are you most proud of?

One of the most challenging and exciting projects The Richer Team at Hanna Commercial was involved with this year included three transactions that were interdependent on making the deal happen: A sale of a business with real estate, refinancing of a fully leased property in the portfolio and then purchase of a commercial retail property. All the moving parts had their own challenges and each of the successful transactions impacted the next phase of the multi-acquisition.

What is the best advice you have received, and who was it from?

The best advice I received was from my father, Dr. Edwin Locke, who told me and my siblings to, "Stick to the basics," and we have successfully used that approach in our personal lives and business careers.

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