



2019 Year in Review: Edward Smith, Jr., Commercial Classroom LLC

December 31, 2019 - Spotlights

Name: Edward Smith, Jr. Company: Commercial Classroom LLC

What was your greatest professional accomplishment in 2019?

I have reached a couple of new milestones in my teaching career. I have personally now trained 15,000 plus students in commercial real estate; of which over 1,500 have earned the "Commercial and Investment Real Estate Certification" (CIREC). Most notable is seeing my students get out there and make business happen!

What was your most notable project, deal, or transaction in 2019?

Published my 12th book on real estate, "Building Your Commercial Real Estate Practice." Also, Dearborn Publishing released the second and expanded edition of my textbook "Commercial and Investment Real Estate: Tools of the Trade."

What are your predictions for commercial real estate in 2020?

I am always optimistic, but there are a lot of concerns, especially in NY with the new rent regulations and proposed cap on NYC commercial rents. The turbulence in the retail sector will create a lot of movement and leasing opportunities. So, all in all I believe the new decade will start with a great real estate year.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540