



## **Andrew Natter, Collaborative Group**

December 22, 2020 - Spotlights

Name: Andrew Natter

Title: Owner

Company Name: Collaborative Group

What was the most challenging part of working during the pandemic?

I have learned that when an unprecedented, unforeseen event that impacts all areas of business and life occurs, all deals are off, including deals that were in hard contract. The only way to move forward is to start from scratch and hope that the buyer and seller can come to a new agreement. Essentially, every deal must get done twice.

What was your greatest professional accomplishment in 2020?

Our greatest accomplishment was continuing to work as hard as possible even when things were at their worst. We never gave up and as a result completed transactions amid the pandemic. Getting "off market" deals done is hard enough under normal circumstances, let alone one of the slowest markets in recent history.

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