



**2021 Year in Review: Todd Wenzel, Coldwell Banker
Commercial – Custom Realty**

December 28, 2021 - Spotlights



Name: Todd Wenzel

Job Title: Senior Director, Associate Broker

Company Name: Coldwell Banker Commercial – Custom Realty

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021?

The most notable deal in 2021 was that of a lakefront restaurant property. After almost 60 years in business, the family decided it was time to pass the torch and make this asset available for the first time. Navigating the market and eventually closing this transaction was professionally and personally fulfilling as I was able to deliver the desired result to the family, as well as the community by finding a buyer to carry on the restaurant's storied history.

What was the biggest lesson you learned while working during the pandemic?

Patience. It is a virtue that people in our line of work are inadvertently taught to neglect from the beginning of their careers. The saying "Time kills all deals" is true in most cases, but has certainly been diluted during this pandemic.

How has your working environment changed over the last year?

The obvious answer for everyone has to be the adoption of virtual meetings as the norm. I believe people, after being forced to function in this manner, are realizing the value and efficiency of this technology.

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