



## **Richard Ferro, Prudential Blake Commercial Realtors**

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What was your greatest professional accomplishment in 2012? : Significantly increasing the profitability of the the brokerage business.

What was your most notable project, deal or transaction in 2012? : Closing the sale of the Adelphi Hotel in Saratoga and getting a parcel under contract for a new headquarters location for CapCom Federal Credit Union.

What are your predictions for commercial real estate in 2013? : Continued improvement in sales and leasing, throughout the Capital Region.

What are your resolutions for 2013? : Be more diligent with follow-up of past clients.

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