



Michael Guttman, Rosewood Realty Group

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What was your Most Notable Project, Deal or Transaction in 2012?

Thankfully there were many. In 2012 I closed more than a dozen deals valued at \$100 million and counting. However one deal that particularly stands out was a complex multi-family four building portfolio package sale in Astoria for over \$30 million dollars that was completed during the week and aftermath of hurricane Sandy. We went back to the stone ages with no internet, limited phones and fax lines. Practically everything was done face to face in real time. In retrospect that may have helped seal the deal.

What was your Greatest Professional Accomplishment?

Every deal I make no matter what size or dollar value feels like it's my greatest professional accomplishment ever at that time. You always wonder if you can do it again and are thankful each time that you do.

What are some of your resolutions for 2013?

To outperform my 2012 accomplishments, to continue learning as much as possible, to remain grounded and to add value to all that surround me - in business and personally.

What are your predictions for commercial real estate in 2013?

Activity over 2012 will be somewhat tempered, however as long as interest rates stay low and New York City remains the greatest city on earth people will always be buying and selling.

New York is the last to get hit during economic turndowns and the first to recover. Own something here or you will wish you did.