



## **Brian Leary, CPEX Real Estate Services**

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What was your greatest professional accomplishment in 2012? : The continued growth and future development of CPEX. In 2012 we doubled the size of our office by relocating to 8,500 square feet of space and building out for 65 positions. We increased our sales and operations teams by approximately 25 percent and we more than doubled our transactional volume from the previous year.

What was your most notable project, deal or transaction in 2012? : All assignments and projects are notable as a firm we completed a total of 63. This total includes: 22 Leases, 25 Sales, 4 Acquisitions and 12 Advisory projects.

What are your predictions for commercial real estate in 2013? : Demand for the New York market will remain high as we are the most stable real estate market in the U.S. Interest will continue to spill into the outer-boroughs particularly Brooklyn. Inventory available for purchase will remain low and transactional volume will be similar to 2012. Interest rates for financing will remain low and operating costs and taxes will continue to increase. If you are looking to purchase stable assets with moderate return, a low level of risk and good potential for long term equity appreciation buy in Brooklyn.

What are your resolutions for 2013? : Stay focused be positive, teach coach & mentor, utilize time as productively as possible.

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