



Decade Answers: David Schlamm

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David Schlamm is the CEO / Founder of City Connections Realty, Inc., New York, N.Y.

What was one of your corporate or career highlights of the decade?

My most memorable career experience was the opening of our current office and implementing a whole new business model to the Manhattan brokerage community. We now have over 120 brokers/staff members and we participate in every aspect of commercial and residential brokerage under our 90% of the splits, 100% of the services business model!

What are your predictions for commercial real estate in the new decade?

With this recent economic downturn comes a cleansing process. During an "up or heated market," it was relatively easy for a broker to complete a transaction. Going forward, today's brokers must be better educated/trained, more innovative and really put in the time/work needed. It may not be "in" or so popular to get into real estate brokerage right now, but I see that as a good thing as we need serious, career-minded, educated and ethical brokers now more than ever.

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