



Bob Knakal, Massey Knakal Realty Services

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What was your greatest professional accomplishment in 2012? : I was fortunate enough to have a record year in 2012. My team helped me sell 118 properties having a market value in excess of \$1 billion. My team makes me proud of them every day.

What was your most notable project, deal or transaction in 2012? : Every transaction was notable whether it was a \$2 million deal or a \$100 million deal. In the brokerage business, it is all about the relationships you have with you clients not the transactions themselves.

What are your predictions for commercial real estate in 2013? : 2013 will be a great year for owners (as properties will rise due to low supply, low rates and many buyers) and a tough year for sales brokers (due to constrained supply).

What are your resolutions for 2013? : To take a vacation or two. 2012 has been tiring.

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