

BARRY GABEL, CBRE

Broker of the Year recipient, Barry Gabel is an Executive Vice President of CBRE, serving as an investment sales broker in Capital Markets. In his role as a Capital Markets broker, Barry has completed transactions totaling more than 25 million square feet and over \$3.6 billion in value. He joined CBRE in 2007 as a part of the merger with Trammell Crow Company.



1. FIRST DEAL?

My first investment transaction was a two-building portfolio: Southern Avenue Medical Center, a 24,000-sq.-ft. medical office building in Tempe that sold for \$1.4 million; and Biltmore Pavilion, a 58,000-sq.-ft. office project in Phoenix that sold for \$5.2 million.

- I was the leasing broker for both Southern Avenue Medical Center and Biltmore Pavilion. Furuya & Associates gave me the opportunity to list the two properties for sale, despite never having closed a sales transaction before. That was the first of many great investment clients, and to this day, the trust they gave and the confidence they had in me was just amazing and meant so much.*

2. WHEN WAS YOUR “A-HA” MOMENT IN YOUR CAREER?

I think it traces back to the trust and confidence my first clients had in me. When you realize that people not only respect your ability to do what’s best for those involved in a transaction, but also want to see you succeed as well – that changes your perspective. As tough as this business is, that has always stuck with me. Now, at this point in my career I try to do my best to guide the younger brokers to a similar moment of clarity. I want to give them the same confidence someone once instilled in me.

3. FIRST MAJOR PURCHASE AFTER A DEAL? *A Mont Blanc pen.*

I loved having that pen in my jacket. Back then, that pen made me feel just as successful as if I had a Rolex on my wrist (and I couldn’t afford the Rolex). It’s funny, because now I use a Papermate from the office copy center.



4. WHAT DID YOU DO TO KEEP FROM GETTING DISCOURAGED WHEN FACED WITH REJECTION?

you just have to keep moving forward and working hard toward the next opportunity. I still get discouraged occasionally, but you can't dwell on it. You can take a moment to be disappointed, but you also need to remember the things that went right and build on them. • However, I think the most important part of dealing with the losses is perspective. Losing my dad at 18 absolutely changed my life. It brought me this clarity of perspective at a much younger age than I probably otherwise would have had; but, I think the longer you are in this business, the more you realize losing an opportunity here and there is nothing as long as the people you

This is a business in which you hear “no” a lot. I still deal with it today, just like every other broker in this business. You just have to remember that you will not get every deal, and care about are happy, healthy and safe. When you compare the “disappointment” that occasionally comes from losing a deal, it’s nothing compared to all the blessings I have in my life.

5. WHAT WAS THE BEST PIECE OF ADVICE YOU’VE RECEIVED IN THE BUSINESS?

My brother, Warner, was my first real estate mentor and gave me a piece of advice that still holds true many years later. He told me to always remember you are not the ultimate decision-maker in a transaction, and that you only have so much control over the outcome of the transaction. Real estate transactions are complex, and there are a lot of moving pieces. Everyone involved needs to perform in their respective roles. You can only control how prepared you are, how effective you communicate, and how you react to the obstacles that come your way during a transaction.

6. In the words of Bob Mulhern of Colliers International: WHAT’S YOUR “UNFAIR” TALENT? HIDDEN TALENT?

(From one of Barry’s teammates, Amy Alschlager): Everyone has intuition, and everyone uses it differently, but what is so unique about Barry is his uncanny ability to look around a group of people and understand what each of them needs out of an interaction. It goes beyond just “reading” people. He is one of the most empathetic people I know, and it’s so evident in every interaction he has both personally and professionally.

7. WHAT IS YOUR HOLIDAY WISH?

That my sweet mother, who is 89, feels better than she has the last few months. ■