

Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE WORLD

Webster Collins Executive Vice President/Partner of Valuation and Advisory Services Group CB Richard Ellis/New England



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Name: Webster Collins
Title: Executive Vice President/Partner of Valuation and Advisory Services Group (VAS)
Company: CB Richard Ellis/New England
Location: 111 Huntington Ave., Boston, Mass.
Birthplace: Springfield, Mass.
Family: Wife, Anne; Son, Harris (also a CBRE partner); Daughter, Julie
College: Lehigh University - BS Finance; Boston University - MBA Management
First job in current field: Trainee, State Mutual Life Insurance, then John Hancock Mutual Life in their mortgage and real estate department
What your firm does now and its plans for the future: CB Richard Ellis/New England is a full service brokerage, property management, and valuation/advisory service firm. The firm is market dominant in most of its business lines.
Hobbies: Racing sailboats
Favorite Novel: "The Snowball: Warren Buffett and the Business of Life"
Keys to success: A total commitment to my family, clients and my industry; the VAS profession.
Person you most admire (outside of family): Warren Buffett
If you had to choose a different profession, what would it be? There would be none. I am at the point where my current clients are to reinvigorate, through education, the professional side of real estate hard hit by the "perfect storm".