

BALTIMORE  
**BUSINESS JOURNAL**  
R E P R I N T



**2½**  
minutes

NICHOLAS GRINER | STAFF

with **ADRIAN HESSEN**  
broker  
MacKenzie Commercial

**A**fter more than a decade on the construction side of the business, Adrian Hessen has decided he would rather sell real estate than build. Hessen, a Lancaster, Pa. native, has been hired as part of the office leasing team for MacKenzie Commercial Real Estate Services LLC in downtown Baltimore.

**With your background in construction, why did you decide to get into the brokerage business?**

The technical side was a great experience, but what I really enjoyed was the entrepreneurial side. I felt like that was my personality. I always liked real estate. I just didn't know I wanted to sell buildings, as opposed to building them.

**Most brokers are saying leasing activity is in a slump these days. Why did you choose to get into the business now?**

It's the best time to get started, because when you get into a market when it's slow, you have more time to learn the business than when it's frantic.

**As president of Havens by Hessen, where you were your own boss, why did you decide you wanted to go back to reporting to someone else?**

In commercial real estate, you get a mentor relationship, but with freedom to grow. It's very similar to running your own business.

**As a Baltimore resident, what do you think about Jenna Bush moving to the city?**

I'm glad that she moved to the city; it did give Baltimore some publicity.

**What do you enjoy most about city living?**

For me, it's the ease of getting around. I've got friends who live rather close.

**What do you think about the signs on some park benches proclaiming: "Baltimore: The Greatest City in America?"**

I think that Baltimore has a certain charm to it that other cities don't.

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