

2021 Year in Review



Micheal Mattos
Executive Director

Affordable Housing and Services Collaborative, Inc.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021? The completion and opening of the Walker School Apartments in Taunton earlier this fall. The brand new 40-unit apartment community that includes an enhanced coordinated service model is the former site of the long-vacant Walker School and is now home to seniors 62 and older and non-elderly disabled individuals. A true collaboration of funding sources and organizations came together to support the project, which included redevelopment of the vacant former school into 40 new one-bedroom apartments (16 apartments in the original school building plus an addition containing 24 apartments).

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2021 Year in Review
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Spencer Macalaster
Executive Vice President
Risk Strategies Company

How has your working environment changed over the last year? Spent the last 18 months primarily remote.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021? Designed and negotiated a master environmental and cyber insurance program for over 600 doctor clinics throughout the U.S. In addition, designed and negotiated captive deductible protection options for large portfolio real estate clients, reducing costs and providing long term sustainable property insurance for our clients.

What are your predictions for your industry in 2022? Our industry will become more dependent on web-based consulting and broker services, including the implementation of block chain based solutions.

What is the best advice you have received, and who was it from? Jack Derby at Derby Management provided valuable insight and help as our sales and prospecting interactions changed with remote-only environments.



Robert Marcus
President & Manager of LLC
Robert Marcus Real Estate Company, Inc.

What was the biggest lesson you learned while working during the pandemic? I learned to be more patient with my employees and more grateful of their commitment to their work and family. I also learned to be especially grateful of my clients and their commitment to our business and vendors.

How has your working environment changed over the last year? The environment has become smaller, and we all have learned to be more efficient.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021? 2021 brought new business to both companies and the acquisition of a management company. In addition, we grew our core business in several new locations and a larger audience for Home Maintenance Organization.

What are your predictions for your industry in 2022? My prediction for the property management industry is that there will be additional regulatory implementation to protect the banks and consumer.



C. Scott Schwefel
Attorney
Shipman, Shaiken & Schwefel, LLC

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021? Our firm again successfully negotiated many significant reductions in property taxes for property owners in 2021. One notable case involved retail showrooms located in Norwalk, CT and Waterford, CT: the property assessments were reduced by 30% and 20%, respectively, saving the property owner more than \$550,000 for the current period for both properties.

What are your predictions for your industry in 2022? While most sectors of commercial real estate showed recovery from COVID-19, the effects of the pandemic are still palpable. With rising mortgage rates and higher acquisition costs for single family homes, the demand for multi-family units will remain strong and will justify increased rents. With the growth of e-commerce sales, demand for industrial space will continue with third-party logistics providers seeking additional distribution and fulfillment centers. Retail, along with hospitality, will repurpose vacant spaces into other asset classes.

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