



CELEBRATING  
55 YEARS

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## **2017 Annual Review: William Low of NAI Plotkin**

December 29, 2017 - Front Section

What was your greatest professional accomplishment in 2017? Being chosen by MassDevelopment as their commercial real estate brokerage firm for Western Mass.

What was your most notable project, deal, or transaction in 2017? The sale of 101 Almgren Drive in Agawam, Mass. for \$6.375 million

What are your predictions for commercial real estate in 2018? Major markets will continue to do well. Much depends on what the final tax reform bill looks like. Industrial inventory in our market is getting scarce, so we may see new construction. The office market should see an uptick in activity due to pent up demand. Most importantly; while we've seen an increase in job growth the challenge (at least in our market) is filling those jobs. The MGM casino may help, but they will also put some businesses out of business.

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