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Decade Q&A - Robert Conrad

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Robert Conrad is president of The Conrad Group, Quincy MA

What is your most memorable career experience from the past decade (2000-2009)?

My most memorable experience during the past decade was eclipsing the \$100 million mark in annual sales volume. We were able to achieve this milestone in 2008. As a small "boutique" firm, we rarely have the opportunity to consummate the larger deals which are necessary to hit \$100 million in a year."

What major event(s) do you predict for the commercial real estate industry this decade (2010-2019)?

During the next decade, I predict a major institutional medical provider will re-locate much if not all of their Boston operations to the South Shore. The hassles associated with commuting in and out of Boston will be one reason. Other reasons will be available land for development, a hungry available work force and geometric population growth in the southern areas of the South Shore.

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