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Paul Marcus guest speaker at REFA June 16 program

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For the "go-go" nature of so many personalities attracted to our business, it comes as no surprise that the slower commercial real estate activity of recent times has been a source of frustration, as opposed to the more usual source of income and sense of well-being. Yet, we have all observed some real estate organizations that are prominent and active, finding opportunities where others do not.

Our guest for our June program is Paul Marcus of Marcus Partners. Marcus' organization is an example of how a successful real estate investor/developer approaches commercial real estate investments, whether economic times are good or otherwise. And not just in his "backyard".

Starting 20 years ago, at the worst of times, he has continually demonstrated his entrepreneurship, repositioning skills, control of the numbers and the art of raising equity funds.

Marcus Partners and his former company, David-Marcus Partners, has offices in Boston, Fairfield County, and Tampa. Marcus has been involved in the ownership of more than 11 million s/f of office, medical office, biomedical, retail and residential properties, 2,000 hotel rooms and numerous mixed-use developments.

In 2009 Marcus launched Marcus Capital Partners Fund I, a \$250 million commingled, value-added real estate investment fund focused on the acquisition of real estate and real estate related assets in major East Coast markets.

See www.marcuspartners.com/portfolio.cfm for a sampling of his properties and join us June 16th.

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