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## **Industrial Concepts Brokerage appoints Wolfson to broker/consultant at Wolfson Cutler Real Estate**

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According to Industrial Concepts Brokerage (ICB), a firm specializing in marketing and re-purposing of industrial and commercial non-conforming properties, Richard Wolfson has been retained as a broker/consultant at their sister company, Wolfson Cutler Real Estate, a 58-year old residential real estate firm, which ICB recently acquired.

Fred Massa, president of ICB and Wolfson Cutler, said that Wolfson will play a key role in the continued expansion of the firm.

In his capacity as broker/consultant, he will fill the dual role of broker and special advisor to Massa, bringing his 38 years' residential real estate experience to the team.

Wolfson previously served as managing partner of Wolfson Cutler, and played a pivotal role in guiding the firm through the last four decades of its growth. The firm was founded by his father, Samuel Wolfson, who specialized in both real estate and insurance. Wolfson recalls that it was a real "Mom and Pop" venture in 1953 when it was founded. The firm sold thousands of homes over the years in the Medford, Malden and Everett areas. In the mid 1990s Wolfson brought on Mark Cutler, someone with strong real estate and development background, as a partner. The firm grew to a level where there were at one time more than 20 employees during the real estate boom, and the firm still maintains a staff of 14.

Wolfson is an active and visible figure in the Medford community. He serves on the Board of Directors of the Medford Chamber of Commerce, as well as on the board for the Greater Medford VNA, is a 32-year member of the Medford Rotary, an incorporator of the Lawrence Memorial Hospital, and is a former Director of Temple Shalom.

Massa said, "Richard is a consummate real estate professional who has been a driving force in the growth of this family business. When we looked at acquiring the business we knew that we wanted to keep Richard and his partner Mark as part of the team. We look forward to working with them, and the entire Wolfson Cutler team, to build on the great success that they have achieved."

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