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## **Industrial Concepts names Cutler as broker/consultant at Wolfson Cutler Real Estate**

December 15, 2011 - Front Section

According to Industrial Concepts Brokerage (ICB), Marc Cutler 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 Real Estate, said that Cutler 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, bringing his decades of industry and construction experience to the team.

Cutler is a previous owner of Wolfson Cutler Real Estate, which he and partner Richard Wolfson sold to Massa earlier this year. Cutler got his start in the real estate industry 39 years ago with the formation of Cutler Real Estate, and in 1998 he merged his firm with Wolfson's.

He additionally has a residence in Singer Island, FL. The US Coast Guard veteran studied at Quinnipiac University. Cutler's background in addition to real estate sales includes development. He has been instrumental in the development of a Medford, MA project, The Residences of Fulton Heights, an 11-unit condominium project that has seen a 100-year old school converted into an upscale living facility.

Cutler was the founding member and president of the Salem Street Business Association, now known as the Medford Chamber of Commerce. He is active in the community having coached youth soccer for a number of years.

"Marc's knowledge of real estate development plus his years of experience on the sales side make him a key asset to our company's growth," said Massa, who added, "We are delighted to have Marc continue with us in this new role."

### **About Wolfson Cutler Real Estate**

Wolfson Cutler Real Estate is a residential real estate firm that has served the Greater Boston market since 1953. The firm was founded by Samuel Wolfson and later transitioned ownership to his son, Richard, and partner, Mark Cutler. Wolfson Cutler Real Estate specializes in residential and rental needs.

### **About Industrial Concepts Brokerage**

Industrial Concepts Brokerage (ICB) specializes in industrial and commercial real estate property, particularly those which are considered difficult to market or non-conforming. ICB brings significant expertise in marketing these properties, which range from manufacturing to warehouse to distribution. The company offers a team of experienced professionals to provide efficient, cost effective commercial real estate and business brokerage services, utilizing experience and established relationships with developers, governmental buying agencies, municipal and state governments; and, partnerships with consulting firms in the fields of land surveying, wetland

delineation, traffic, geotechnical, environmental engineering. ICB utilizes this experience helping to set objective price and negotiation points.

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