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## **First Realty Management portfolio grows as employees and properties achieve industry recognition**

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First Realty Management employees and properties have achieved major industry recognition this year, adding to a long series of awards over the past decade.

Topping this year's list is the Vanguard Award, presented annually to newly constructed or re-developed properties by the National Affordable Housing Management Association (NAHMA). Union Crossing, a First Realty-managed property in Lawrence, Mass., was cited as the nation's best new major rehabilitation of a historic structure into affordable rental housing. Regional manager Bill McGrath, who worked closely with the non-profit property owners, Lawrence Community Works, during the development process, was a key resource on design practicality and operating cost projections. Having managed the residential portion of the property since 2010, First Realty was recently awarded the management contract for some 38,000 s/f of newly-developed commercial, industrial and office space at the Union Crossing complex.

The Community Associations Institute (CAI) awarded its highest honor, the Outstanding Service Award, to First Realty's senior manager David Abel at its annual awards banquet March 1. Abel heads First Realty's condominium management division and is considered to be among the best condominium managers in the business. The award is not given annually, but only when an individual's leadership, commitment and noteworthy contributions to the industry merit special recognition.

Reina Acarapi, resident services coordinator for two First Realty-managed properties in Providence, received the Excellence in Service Award at the annual conference of the New England Resident Service Coordinators, Inc. (NERSC). This is the top award presented by the association, whose members include RSCs from public and privately-owned affordable housing communities throughout New England. First Realty is known for innovative resident programs at the affordable communities it manages. Acarapi was honored for her work at Oxford Gardens and Oxford Place, both properties owned by a non-profit, People's Redevelopment Corp.

Still another First Realty staff member was honored by the New England Affordable Housing Management Association (NEAHMA) this year. Carlos Gonzalez of Broadway Glen in Chelsea, Mass., was named Maintenance Superintendent of the Year at the group's annual conference. Gonzalez was recognized for dedicating himself and his staff to the highest standards of excellence, from establishing a comprehensive preventive maintenance program to successfully overcoming a challenging location and strict budget constraints. The 12 year-old property scored a 99-A on its most recent REAC inspection and since First Realty assumed management, has paid distributions to its owners for the first time since construction.

At the same time as employees and properties won honors during the past year, First Realty also won the confidence of property owners who chose to contract with the company for full property

management and capital improvement services. New clients include: Olney Village, 40 rental units in Providence; Charleston Lofts, a 69-unit condominium in Everett, Mass; 160 condominiums at Hamilton Bay in Quincy, Mass; 116 condominiums at Melrose Towers; 179 condominiums at Repton Place in Watertown, Mass; 188 condominiums at Sutton Pond, North Andover, Mass; 62 townhomes at Bristol Landing in RI; and 150 units at Wellesley Green.

First Realty manages a portfolio of nearly 7,000 apartments and condominiums in Mass., R.I., and N.H. ranging from tax credit and affordable communities, to luxury apartments and world class condominiums. Over the last decade, the company has won multiple local and national awards for its property management from the National Apartment Association (NAA), National Affordable Housing Management Association (NAHMA), Community Associations Institute (CAI), and the Rental Housing Association of the Greater Boston Real Estate Board (RHA).

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540