



CELEBRATING
55 YEARS

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2017 Annual Review: William Manley of Calare Properties

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What was your greatest professional accomplishment in 2017? In 2017, our team has been actively selling assets to harvest oversized returns while, at the same time, leveraging our knowledge and reputation as an industrial specialist to acquire and develop creative new investment opportunities for our investors. Value increases in the Industrial sector as well as a growing buyer pool resulted in astonishing exit pricing, delivering significant returns to our investors.

What was your most notable project, deal, or transaction in 2017? One project we have been especially excited to lead over the past year is the development of MACOM's global corporate headquarters in Lowell. As owner and developer of this project, Calare broke ground this past spring with plans to create a world-class corporate campus for MACOM that complements its current manufacturing facilities on the site. The development of this 58,000 s/f Class A office building speaks to the ongoing strength of the manufacturing sector in Greater Boston and the growing potential for the development of new industrial space in the region.

What are your predictions for commercial real estate in 2018? Industrial real estate will continue to prosper into the New Year. As the sector continues to reach new highs, we expect that there will continue to be a rising demand for industrial/flex space in the region. Coupled with the growing need for convenient warehousing in light of e-commerce and local manufacturing, we anticipate users will continue to drive demand for well-located space.

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