



CELEBRATING  
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## **2017 Annual Review: Robert Yacobian of Cummings Properties**

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What was your most notable project, deal, or transaction in 2017? One of the most significant projects that Cummings Properties took on this year was with EMARC, a non-profit that works to support, serve, and advocate for people with developmental disabilities. The organization serves more than 1,000 local families annually and was seeking to add to its education and employment training programs. To do that, EMARC required more space. Cummings worked with EMARC to consolidate its existing offices in Wakefield and Reading into a new 28,550 s/f facility in Wakefield that included larger classrooms and multiple common areas, as well as a gym, occupational training center, and fully functioning training kitchen, created by Cummings Properties' in-house design and construction teams.

What are your predications for commercial real estate in 2018? Overall, given the strong demand fundamentals in place, and the relative short supply of inventory, coupled with the tail winds from a stronger performing economy, I am confident that 2018 will remain comparable or marginally better than 2017.

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