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Michael Fallon named president of The Fallon Cos.

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Michael Fallon,
The Fallon Co

Boston, MA According to The Fallon Co., Michael Fallon has been named president. In his new role, Michael will be responsible for the strategic direction and growth of the firm across its expanding national footprint; oversee operations in all markets, which currently include Boston, Charlotte and Raleigh, N.C., Jacksonville, Fla., and Alexandria, Va.; and manage its real estate investment portfolio. He will continue to report to founder Joseph Fallon, who will retain his position as CEO.

Founded in 1993, The Fallon Co. is a privately-held commercial real estate owner and developer headquartered in the city. The award-winning firm is focused on large-scale urban design geared toward transforming neighborhoods and has developed more than \$6 billion in real estate across the East Coast, representing more than six million s/f in property.

“With his extensive development expertise, investment experience and a proven track record of leadership and success, Michael is uniquely qualified to lead The Fallon Co. as we continue to expand our U.S. footprint,” said Joseph Fallon. “This appointment marks a new exciting chapter for our company, and we are confident that Michael’s integrity, passion for the business and clear vision for the future will ensure our continued success.”

Michael joined Fallon Co. as a vice president in 2012 and was promoted to chief investment officer and senior vice president in 2016. In this role, he led the evaluation and capitalization of the firm’s national real estate portfolio by overseeing both development and asset management activity as well as all risk management efforts. In addition to driving forward the firm’s investment strategy, he directed The Fallon Co.’s expansion into the Southeastern U.S.

Michael was responsible for securing the firm’s designation as master developer for the 16.7-acre Strawn Cottages site in Charlotte, N.C., one of the largest transit-oriented development sites in the region; as well as the acquisition of 301 Midtown in Charlotte, N.C., 301 Hillsborough St. in Raleigh, N.C. and 30 Winter St. in Boston.

“I am deeply honored to lead our firm through the next phase of growth and look forward to working closely with our dedicated team of development experts as we expand our portfolio across new markets and invest in new opportunities” said Michael Fallon. “As a fifth-generation developer, I am proud to carry forward The Fallon Co.’s mission to positively transform neighborhoods and enhance the communities in which we operate.”

Michael holds a bachelor of arts degree in international relations and European business and economics from Boston University, a master’s degree in finance from Bentley University and a master’s degree in construction management from Wentworth Institute of Technology. Michael serves on the Boston Market Council and advisory board of Urban Land Institute and on committees for the Real Estate Finance Association and the Greater Boston Chamber of Commerce. He is also a board member of the Massachusetts State College Building Authority and the Shawn Thornton Foundation, as well as a trustee of The Fallon Co. Charitable Foundation.

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