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## 2020 Ones to Watch: Matt Nadler, Vice President at Horvath & Tremblay

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Matt Nadler  
Horvath & Tremblay

Which project, deal, or transaction was the “game-changer” in the advancement of your career? I have had a few “game changer” transactions but one of the most recent ones that sticks out to me was the sale of a Starbucks in Westport, CT where we set a record-breaking cap rate for the East Coast. Many groups were interested, but not confident that I could get the deal done even close to the price I ultimately negotiated. Leveraging my firm’s collaborative culture helped overcome numerous obstacles. I was able to structure and negotiate the deal in a way that pleased both the

buyer and seller. This transaction taught me the importance of employing a host of different negotiation skills and to always strive to create “win-win” situations so all parties are successful.

How do you contribute to your community or your profession? I am member of the CT Next Gen ICSC and the Boston ICSC which allow me the opportunity to give back to the CRE industry. I especially enjoy mentoring young professionals looking to get into CRE. I am always happy to help connect people together since I believe that networking is one of the most important fundamentals skills leading to success in our industry.

Who or what inspires you? My father, a leasing broker, let me earn a few bucks helping him in the office and ultimately providing incredibly important insight into the commercial real estate industry. He introduced me to a range of people so that I could discover for myself which aspects of the business resonated most for me. While it was a pleasure working for him, I knew I wanted to find my own path and create my own book of business. But hands-down it was his inspiration that opened my eyes to all the possibilities in the CRE industry.

What advice can you offer to someone who is interested in a career in your industry? My advice is to network, network and then network some more, with as many contacts as you can, as these relationships will be a critical component of your success. All you have in this business is your reputation and as I was once told when I was starting out, “It’s really simple, say what you do and do what you say,” that’s a quote I live by. Remember, people come first, and the deals will follow.

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