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## **2020 Year in Review: James Tobin, Brady Sullivan Properties**

December 25, 2020 - Spotlights

James Tobin

Director of Leasing - Commercial Real Estate

Brady Sullivan Properties

What was the most difficult part of working during the pandemic of 2020? The limited face-to-face interaction with other real estate professionals was the biggest adjustment for sure, and there was certainly a degree of difficulty in not being able to network in real time. Our industry is all about people, whether it be an in-person showing/property tour, a networking conference, or grabbing coffee with a friend in the business to exchange ideas and catch up. Zoom calls only go so far!

What are your predictions for commercial real estate in 2021? From our perspective as a landlord/development company, we expect a steady increase in leasing activity in all three phases in which we specialize: office, retail and industrial. We believe that almost every business type is going to have some space need over the course of the next year or so, whether it's a smaller, refined footprint due to certain employees working from home, or a requirement for more space so that adequate distancing can be maintained. We are looking at 2021 as a great opportunity for growth.

What aspects of working from home have you enjoyed most? Thankfully we are back in the office with an abundance of safety practices in place. Working from home made me appreciate my office and my colleagues. What I enjoyed most about working from home was learning that I shouldn't take my day-to-day for granted. The team camaraderie, the energy in our office, and the collective hustle are all so motivating, and those intangibles simply cannot be replicated virtually/working from home.

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