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2020 Year in Review: Jim Conway, Conway Commercial Group

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Jim Conway
Principal Broker
Conway Commercial Group

What was the most difficult part of working during the pandemic of 2020? Conducting face-to-face property showings was certainly a major challenge. Also getting accustomed to participating in remote/zoom meetings was an adjustment.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2020? I sold a commercial property within an “Opportunity Zone” that is instrumental in a major redevelopment project surrounding the new city of Pawtucket train station.

What are your predictions for commercial real estate in 2021? My prediction for 2021 is that mid to large size industrial buildings will continue to be a hot commodity. The large office market will remain in decline as more and more firms find success in remote working. Small office space will maintain a mild but steady demand. Large retail will mostly languish with some individual exceptions.

What aspects of working from home have you enjoyed most? I do not particularly enjoy working from home. Experiencing the typical distractions that the home environment produces was detrimental to full concentration.

What is the best advice you have received, and who was it from? The best advice I received was from a highly successful and long established commercial real estate broker. “Get up and get dressed for work every day so that you’re prepared for any opportunity that may arise.”

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