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## **2020 Year in Review: Sean Fraser, Lupoli Companies**

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Sean Fraser  
Director of Commercial Leasing  
Lupoli Companies

What are your predictions for commercial real estate in 2021? Considering the recent vaccine developments by Pfizer and Moderna and the natural immunity that will be built in the population by next year, my prediction is that by Q3 of 2021 we will be well underway towards an economy relatively unhindered by extreme concerns about COVID. This, of course, will have a very positive impact on the retail and office sectors.

What was the most difficult part of working during the pandemic of 2020? Every crisis brings with it opportunities. Retail and office property types were negatively impacted but even with those sectors there were many tenants who were able to survive and, in some cases, thrive. Industrial assets, of course, continued to be strongly in demand, and we did not see any significant slowing to leasing in our multifamily assets. At our firm, because we focus on mixed use developments, we continue to see positive growth across our portfolio.

What aspects of working from home have you enjoyed most? Due to the nature of my position I continue to come into the office but I do enjoy the convenience of Zoom calls for meetings.

What was your greatest professional accomplishment or most notable project,

deal, or transaction in 2020? I am proud to be part of Lupoli Companies mission to support the economic and cultural vibrancy of Gateway Cities in the Merrimack Valley of Massachusetts. We do this by trailblazing the development of mixed-use “live, work, play” real estate assets that embrace the historical elements of these cities but with a modern twist. An interesting project we are working on is the development of a four story parking garage with a regulation-sized football field on top of it at our Riverwalk campus in Lawrence.

What is the best advice you have received, and who was it from? Keep God at the center of your life and everything else will fall into its proper place.

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