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## **2020 Year in Review: Dan Gardner, DMG Brokerage**

December 25, 2020 - Spotlights

Dan Gardner

Owner/Broker

DMG Brokerage

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2020? In order to “keep the lights on,” we had to pivot and start to represent more residential projects. We hired six more agents in 2020 and opened two additional offices so that we can now serve our clients in the residential asset class.

What was the most difficult part of working during the pandemic of 2020? In the beginning of this year, we had a very profitable 1st quarter. Watching the market basically stand still for the 2nd quarter was a very difficult adjustment. In order to mitigate the impact we went back to the basics of prospecting and cold calling. This methodology helped us get back on track for 2020.

What is the best advice you have received, and who was it from? “Keep your head down, if a deal falls apart, there will be another one right behind it, you just have to be patient.” -Dad.

What aspects of working from home have you enjoyed most? I’ve set my schedule to exercise first thing in the morning, and to make sure I arrive home in time for dinner with my family. Prior to 2020, I worked long hours and didn’t prioritize the family time or exercise. I’ve learned that incorporating family and exercise has made me a better father and entrepreneur.

What are your predictions for commercial real estate in 2021? I see a faster recovery in the suburbs first, with a gradual return to the city. I’ve been working from home and the office for most of my career like many real estate agents/brokers. Perhaps some will take this as an opportunity not to waste time commuting and pick up better hobbies like working out, reading or meditating.

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