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2021 Year in Review: John Famiglietti, Broker, Commercial Connection LLC

December 31, 2021 - Spotlights



John Famiglietti
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What was the biggest lesson you learned while working during the pandemic? Focus on future; this season and the pandemic will pass; real estate needs may change some; but buyers and sellers are still very active. Building relationships and trust; along with working hard are more important in a time when we don't always get to meet with clients.

What are your predictions for your industry in 2022? I believe that we will continue to see an increase in the construction of large warehouse buildings; and the pricing on existing Industrial buildings will rise, because of the demand in this sector.

I expect multifamily and self-storage properties to see higher prices, as more investors look to hedge against inflation.

I expect retail development and leasing to be flat, with the exception of dollar stores, which will continue at the fast pace we have seen over the last several years.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540