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2021 Year in Review: Nicholas Zolotas, Partner, Herrick Lutts Realty Partners

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Nicholas Zolotas
Herrick Lutts Realty Partners

How has your working environment changed over the last year? Early this year we rebranded as an independent agency, amicably parting ways with Keller Williams and becoming known simply as Herrick Lutts Realty Partners. As a result of this shift, we are able to provide the best of both the latest technological tools and a more personalized service model. We have continued to focus on long-term relationships and being a full-service brokerage and advisory firm, setting our sights on building a client-focused model, a team approach to solving problems, and winning strategies

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021? In July, we completed the sale of a 70-unit apartment community, located at 5 Dyer Court in Danvers. The community was purchased by Cranebrook Crossing LLC for a price of \$11.88 million, and consists of four brick buildings comprising 39 two-bedroom, 30 one-bedroom, and one studio apartment, located on 4.32 acres. The four buildings are located adjacent to the Danvers Rail Trail, only minutes away from downtown and commuter routes. The acquisition of this apartment community was a rare opportunity to purchase 70 property units all on one parcel.

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