



# nerej

## **Manchester brokerage office to join The Boulos Co.**

February 04, 2022 - Northern New England

Manchester, NH The Boulos Co. is expanding its operations, and welcomes the brokerage team of Roger Dieker, Mike Tamposi, Chris Healey, and transaction manager, Karen Gazzara to their new office at 650 Elm St.

Dieker will be the managing broker and the team will be joining Boulos as a complete brokerage office after exiting a longstanding tenure at CBRE. “We have enjoyed a mutually beneficial relationship with CBRE, and it made sense for some time given our proximity to the Boston office. Over the past three years, however, The Boulos Co. has become a regional leader in providing world-class marketing power, back office-support, and business development strategy for brokerage teams. We want to be a part of that collaborative culture which enables our brokers to be as successful as they can possibly be. We’ve worked with The Boulos Co. in the past and developed amazing relationships – it feels like we are coming home,” said Dieker.

The move to Boulos will enable the team to expand their service area to cover additional markets and offer their clients a full range of CRE services on top of traditional sale and leasing.

– such as CRE investment listing & advisory services. “We couldn’t be more excited to bring the Manchester crew into the fold with team Boulos,” said Sigfridson, managing director for The Boulos Company. “Together Roger, Mike, Chris, and Karen are one of the best brokerage teams in the business.” In addition to being the market leader for the state of Maine and Seacoast New Hampshire, bringing Manchester on board gives The Boulos Company complete coverage throughout Maine, New Hampshire, and Northern Massachusetts. “We will be able to provide even better service to our clients throughout New England with more market knowledge and expertise,” said Sigfridson.

### A Better Approach to Brokerage:

New markets and services are not the only new developments for the Manchester Team. The Boulos Company will enable the Manchester team to grow their office through Boulos’s unique approach to recruiting. “We provide in-house training and mentoring to entry-level CRE sale & leasing professionals to develop them into fully credentialed brokers through our Associate Program,” said Topher Stephenson, VP of Operations & Marketing for Boulos. “The program has helped develop some of the company’s top-producing brokers, including Caitlin Burke of the Portsmouth office,” said Stephenson. “We are looking forward to helping the Manchester team expand.”

In addition to the recruiting and mentoring program, the Manchester office will also benefit from The Boulos Company's renown social media and online marketing presence, fully customized marketing materials and web content, cutting-edge CRE analytics tools, as well as Boulos' property comparable and contact database, one of the largest in New England. "The change will give us more flexibility with our local advertising and marketing decisions – Not to mention the marketing support provided by Boulos, which they've custom-tailored to be able to perfectly suit the needs of business owners, landlords, and investors in our markets," said Dieker. "It will make us a one stop shop for CRE needs, we can service 1,200 s/f retail tenants along with multi-million dollar investment portfolio owners, and everything in between."

#### Regional Focus, National Reach:

"Part of the appeal of joining The Boulos Company is their reputation with national brokerage firms," said Dieker. "The national firms come to us with their referrals because we get the job done right," echoed Sigfridson on the topic. "We're the professionals that national brokerage firms can trust to bring their clients unparalleled value through best-in-class customer service and market knowledge, and we're recognized for it throughout the country. We're able to provide our local clients the same national reach through our affiliations with organizations like Certified Commercial Investment Member (CCIM), Society of Industrial and Office Realtors (SIOR) and International Council of Shopping Centers (ICSC)." The Manchester office's transition to The Boulos Company is effective as of 1/03/2022. Said Dieker regarding the transition, "We look forward to working with CBRE on a smooth transition, and to servicing them as a client in the future."

#### About The Boulos Company:

The Boulos Company is a Maine and New Hampshire commercial real estate firm dedicated to serving owners, investors, and tenants, blending Maine, New Hampshire, and Northern Massachusetts market knowledge with a global network. Founded by Joseph Boulos in 1975, the firm has grown to include more than 35 Portland, ME, Portsmouth and Manchester, N.H.-based employees.

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