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## **Sullivan joins investment team at Calare Properties**

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Framingham, MA Calare Properties has hired Mike Sullivan to their investment team. Sullivan brings extensive knowledge of the retail and self-storage sectors to help diversify and enhance Calare's property portfolio. In his role, Sullivan will seek out strategic investment opportunities that will allow the firm to capitalize on growing demand for prime retail, retail to industrial conversion, and self-storage facilities. He will also focus on maximizing the value of Calare's existing portfolio for conversion into flex retail or self-storage space.

"Demand for well positioned industrial product continues. Mike will apply his experience in retail leasing and development to ensure we are pursuing a diverse range of opportunities to the benefit of our investors, tenants, and the local community," said Bill Manley, CEO and CIO of Calare. "We are confident that Mike's unique perspective on tenant needs, along with strong industry relationships, will help maximize the potential of our portfolio."

Sullivan joins Calare with a background in commercial real estate leasing for properties across New England. In his most recent role as leasing representative for WS Development, he helped navigate lease negotiations with a range of retail tenants, from local independent companies to national brands, within an array of property types.

"While the retail sector continues to evolve, there continues to be a proven need for space that complements the fabric of a community to provide necessary services, entertainment, and more," said Sullivan. "Calare's philosophy to seek value add real estate opportunities provides a prime platform to tap into the demand for retail space and storage facilities."

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