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## **2022 Ones to Watch: Taylor Perun, Senior Associate at Northeast Private Client Group**

June 10, 2022 - Spotlights



What recent project, transaction or accomplishment are you most proud of? Our most recent transaction in Hartford included a seven building, 182-unit portfolio sale. Because of the size of the

deal and the logistical challenges of scatter sites, it took a significant amount of planning and scheduling with everyone involved. I am proud of the team we put on this transaction in order to get it across the finish line. The pricing achieved on this portfolio represented some of the strongest in Hartford for comparable product to date. I'm proud of the competitive process we ran and the multiple offers we generated in closing this deal for our clients.

What does it take to succeed in your specific industry? To succeed as a commercial investment broker it takes patience and persistence. Building trusted relationships with your clients take time. I firmly believe that anyone starting up in the industry needs to give it a good 2-3 years to see the fruits of your hard work. The longer you are in the industry, the more you learn and the more comfortable you get. I think it is so important to meet EVERYONE; buyers, sellers, appraisers, lenders. Each will provide you with their take on a specific deal which will help build a deeper understanding about how peers in the industry look at properties.

What led you to your current profession? Playing sports my whole life, I have always been a competitive person. I enjoy the competitive spirit of brokerage. That, coupled with my interest in real estate, it only made sense. I had a great opportunity when I was younger to work in a corporate setting. Fortunately, it helped me understand what was not right for me. Brokerage offers the ability for continued unlimited growth which I always loved. Building out a team is also another exciting aspect of the job and something I have always aspired to do.

What are the top 3 items on your bucket list?

Visit Augusta National Golf Club  
Learn to Fly

What are you doing when you aren't working? Boating, golfing, snowboarding or enjoying time with my family.