



nerej

Navigating conversations and industrial real estate: Unveiling the intricacies with a dash of dad jokes - by David Skinner

August 25, 2023 - Spotlights



David Skinner

Here are a few of my favorite topics of conversation: politics, religion, money, and relationships. Other than a below average level of social capability, why do you suppose that those are some of my favorite conversation pieces? Well, I believe that there is a fascinating truth hidden within these realms that speaks volumes about how we perceive the world. It's like deciphering why people willingly walk into a store with a "Wet Paint" sign just to touch the wall – curious yet inexplicable.

You know those social gatherings where someone attempts to break the ice by discussing the latest sports scores? Yeah, it's like using a hairdryer to cool down a cup of coffee – totally ineffective. People don't just bond over touchdown replays; they connect over the stuff that truly matters, like sharing thoughts on politics, religion, money, and relationships. It's like realizing that your quirks make you wonderfully unique – yes, even the one about collecting rubber ducks.

Imagine you're at a party, awkwardly clutching your drink, and the host swoops in, introducing you to another soul who, it turns out, shares your unending passion for vintage paperclips. That's the power of these "taboo" topics – they're like secret passageways into understanding others, like learning that your neighbor's pet cactus has a name (Cactothy).

Now, let's sprinkle this approach onto the industrial marketplace in the late summer of 2023. As I dial up my clients, I've come to realize that discussing the latest cat videos doesn't exactly fuel groundbreaking business discussions. So, I've ventured into more profound territories, prodding thoughts about life and the world. It's like swapping out your usual sandwich for a gourmet burger – a little extra effort, but oh-so-satisfying.

Take this recent conversation with a developer client, for instance. We dived into the swirling pool of debates about so-called green energy policies, immigration policies, and the economic repercussions of government spending. As a Massachusetts and New England industrial specialist, my interest lies in how these global debates trickle down to the local level, affecting my clients and their industrial real estate ventures. It's like realizing that a butterfly flapping its wings in Brazil could cause a gust of wind in Boston – a global-local connection that's as intricate as untangling earphones.

Cast your mind back to 2020, when freight liners clogged the ports, creating a scene worthy of a traffic jam-themed horror movie. This ordeal nudged manufacturers, particularly those in places like New England, to ponder over outsourcing and revamping their supply chains. It's like trying to figure out why the chicken crossed the road – only this time, the chicken symbolizes the movement of goods, and the road represents international waters.

The impending green energy revolution is brewing like a caffeinated storm, shaking up power sources and putting municipalities on high alert. This spells good news for well-situated industrial manufacturing sites, causing their value to shoot up like a popcorn kernel in a microwave – unpredictable yet oddly delightful.

For those with an eye on the future, here's a tip: hunt for prime industrial sites priced below replacement cost. It's like scoring a vintage record for a song – you'll get more value than you bargained for. Just remember, conversations are like a jigsaw puzzle, and each topic is a piece that brings us closer to understanding the grand picture of our world – even if that picture occasionally resembles a whimsical painting by a toddler with an upcoming presidential election race that may make your stomach want to play hide and go seek.

So, let's keep talking, sharing thoughts about politics, religion, money, and relationships. Who knows, maybe we'll uncover the secrets of the universe or, at the very least, exchange a few hearty chuckles over a well-timed dad joke, and perhaps make a few deals here and there in the process.

David Skinner is an advisor, partner at Prescott Advisory, Lincoln, Mass.

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