



nerej

2023 Year in Review: David Skinner, Prescott Advisory

December 29, 2023 - Spotlights



David Skinner
Advisor, Partner

What person, project, transaction, or market trend had the greatest impact on your industry this year?

Jerome Powell has been the harbinger of bringing the economy to a grinding halt, which has been great for users looking to acquire property that was formerly out of reach.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2023?

Starting Prescott Advisory has been the greatest accomplishment of my life, but the most exciting part is that we have not even come close to achieving what we have set out to do.

How has your career path changed in 2023?

I began operating like an owner of a business in addition to acting like a broker, and this has helped me to relate to my clients and give better advice.

What emerging trends will drive investment and development in 2024?

All the changing laws in Massachusetts around friendly zoning changes for affordable housing will give savvy developers the opportunities to find parcels that may have been previously undevelopable, especially in the fun times of developing anything lately.