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## **Marcus Partners hires Keiran as principal and chief financial officer**

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Marcus Partners, a Boston-based real estate investment firm, has hired David Keiran as a principal and chief financial officer to oversee the company's financial activities and to manage investor relations. Keiran adds to a team of principals that includes industry veterans William McAvoy, who oversees the Boston region; David Fiore, who directs the Connecticut and New York region; Kyle O'Connor who directs the mid-Atlantic region; and Mark Stroud, who oversees the Southeast region.

Keiran has more than 25 years of experience in many facets of real estate investment and management, including accounting, taxation, finance, marketing, client service and asset and portfolio management.

Before joining Marcus Partners, Keiran was senior vice president and director of investor relations for New Boston Fund, where his responsibilities included marketing the firm to prospective high net worth and institutional clients and providing ongoing client service to investors, intermediaries and consultants. Prior to New Boston, Keiran was a partner at TA Associates Realty, where his responsibilities included marketing and the asset management of a large portfolio of commercial and multi-family assets. Earlier in his career Keiran worked with Price Waterhouse where he specialized in real estate, banking and investments.

"We are pleased that David has joined the firm to round out our team of real estate investment professionals," said, Paul Marcus, managing principal. "His institutional real estate experience and relationships will complement our management and investment strategy and enhance our ability to provide the highest level of reporting and client service."

Having recently raised more than \$210 million of new investor capital, Marcus Partners is anticipating a wave of opportunistic properties coming to market over the next few years. "As always, we will stay focused on the broader economy, changes in government policy and their implications on the timing of our acquisitions," Marcus said.

"Downward pressure on real estate pricing continues to build as the excesses of the past few years are reversed. The caution on the part of buyers, combined with guarded lenders, deteriorating market fundamentals and more assets being brought to market should translate into attractive asset pricing. We realize that we need to be patient and let the markets unfold and are excited about the opportunities that lay ahead," said Keiran.

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