

## **October 29, 2020: Office Real Estate Opportunities and Challenges Today**

*Because information has been changing so rapidly, no summary of the actual discussion is posted. The conversation, however, covered significant ground & questions from the participants. Some resources presented during the meeting are also noted below.*

### **Description:**

Many nonprofits spend a considerable portion of their budget on office occupancy costs. The current pandemic has created both challenges and opportunities in the real estate market. How can nonprofit organizations strategically manage real estate options during this time? Join Rick Lowe and Elizabeth Geary as they present an overview of the current Boston real estate market and anticipated trends over the next few years. Rick and Elizabeth will also discuss options for tenants with leases expiring in the next few years, those with excess space or who wish to terminate leases, and those who were forced out of the Boston market over the last several years but are looking to return.

### **Presenter:**

Rick Lowe is a Principal at **Cresa Boston**. As a member of the urban advisory team, Rick focuses his efforts in the Financial District, Back Bay, Seaport and North Station markets. Rick is a skilled negotiator who's able to leverage his experience and industry relationships for the benefit of his clients—which range from nonprofits to architecture firms to venture capital firms.

Elizabeth Geary is a Senior Advisor at Cresa. Since 2013, Elizabeth has advised a diverse array of Downtown Boston commercial tenants in transaction and account management services. Her specialties include new business development, market analysis, strategic planning, in-depth financial analysis, and lease acquisition and disposition negotiation.

**MATERIALS:** The presentation can be downloaded here:

<https://cresa.box.com/s/4gzwknr51jvi3x9ipk0cthwfjxw6g5m9>

And here is the HVAC Blogpost information:

<https://www.cresa.com/hu-HU/Locations/North-America/Massachusetts/Boston-MA/Blog-Articles/Workplace-Re-entry-Air-Quality-and-HVAC-Modification-Considerations>