

A proven professional with many years experience in all aspects of the real estate industry, including the management of an accessory dwelling consulting company. Utilizing conventional and "thinking outside the box" strategies with a diverse skill set enables me to tackle many different real estate challenges successfully.

- Directly responsible for acquisition of over \$250 million of real estate in the Northeast and Mid-Atlantic regions with a retail value of over a billion dollars. Have a high percentage of deals signed and closed. Diversified portfolio includes buildings and land for all types of housing, office complexes, retail sites, industrial space, recreational and health care facilities.
- Have contributed to the development of over sixty real estate projects. Acquired permits and approvals for thousands of residential units and over a million square feet of commercial space. Enjoy challenge of adding value to property. Effective at managing the development process and working with owners, professionals, municipalities and financial institutions.
- Experienced in every aspect of the real estate industry including brokerage, due diligence, finance, permitting, property management and construction. Completed over sixty individual, investor, bank and corporate consulting assignments for site selection, abatements, valuation, expert witness testimony, permits/approval, retail/wholesale sales, leasing and zoning work.

Professional Experience

Accessory Dwelling Advisors, LLC - Bedford, NH **2020- Present**
Manager

Help client's develop income producing accessory dwelling space for their single family homes. Coach/train homeowners' how to build an inexpensive addition/detached unit using construction management software.

Ropes Realty Advisors - Bedford, NH **2008 - Present**
Principal

Provide consulting services such as site selection, due diligence, best use analysis, permits/approvals, leasing and sales to real estate developers and property owners throughout the Northeast (see client's list on page 2).

Trammel Crow Residential - Needham, MA **2004 - 2007**
Land Acquisition Manager

Implemented acquisition strategy for the Northeast division resulting in five projects (1142 total units) valued at \$210M. Managed the design and approval process for apartment projects in Massachusetts and Connecticut.

Pulte Homes of New England - Westborough, MA **2001 - 2004**
Land Acquisition and Development Associate

Sourced and helped purchase five projects (1262 total units) valued at \$420M in retail sales. Directed the site feasibility analysis and approval process for several housing projects. Assisted with the preconstruction tasks.

Carematrix Corporation - Needham, MA **1996 -2000**
Development Officer

Located and developed four senior housing/assisted living projects (454 total units) valued at \$65M. Managed the design and approval process, oversaw the construction of projects in Massachusetts and Pennsylvania.

Norwood Group - Bedford, NH**1992 - 1996****Associate**

Specialized in site searches, due diligence, zoning, value added services and leasing/sales for over thirty five international corporations, banks, retail chains, municipalities, resolution trust and individual property owners.

Ropes & Murphy Group - Salem, NH**1986 - 1992****President**

Secured land, permits and funding for a 20 unit residential condominium valued at \$2.5M, a \$4M -40,000 SF office park and several single-family subdivisions. Responsible for the construction, management and sales.

Bradgate Associates - Barnstable, MA**1982 - 1985****Project Manager**

Located, evaluated and acquired permits & approvals for 12 single family, multi-family and commercial projects totaling over 450 units valued at \$70 million in southeastern Massachusetts and Cape Cod.

Education

University of Massachusetts - Amherst, MA

B.S. Environmental Design 1981

Memberships/Affiliations

Massachusetts Real Estates Sales License – 1982 to present
 New Hampshire Real Estate Sales License - 1992 to 2004
 Member of Bedford, New Hampshire Zoning Board – 2008 to 2014
 Member of Derry, New Hampshire Zoning Board – 1994 to 2002
 Member of Urban Land Institute, Boston Chapter – 1984 to 2010
 Professional certificates from the MIT School of Real Estate
 National Home Builders Institute graduate for residential construction
 Speaker at Real Estate Investors meetings on commercial property

Personal/Interests

Married with two children- Geography, golf, skiing, alt-energy, coaching

Sample of Ropes Realty Advisors consulting assignments

Capitol Seniors Housing site acquisition Boston and greater NYC
 LStar Communities marketing 800 units for residential construction
 Melton Associates marketing four mixed use land opportunities
 Fairfield Residential greater Boston apartment land site search
 PrimeTime Communities listing and marketing land projects
 Gobbi Dedham Plaza leasing & development analysis for 10 sites
 Brightview Senior Living site search in Eastern Massachusetts
 Tamposi Company, Nashua, NH Expert Court Testimony
 Ingram Milton, MA 4 lot subdivision approval and marketing
 Congress Companies New York City nursing home site search
 Wood Partners greater NYC apartment land site search
 Burkhard Corp. search for residential/hotel sites in Eastern MA
 Epoch Senior Living Alzheimer's clinic site search in NH/CT