



Boston Real Estate Times

NOV. 2025



Lifetime Achievement Award

Stephen N. Faber

Executive Vice President, Related Beal



Rachel Zsembery

Simon Butler

Biria St. John

Bob Richards

Gable Clarke

John Fish

Michael Mattos

Jack Creedon

Damian Szary

Briam Doherty

Ian Brandon

Damien Chaviano

Shelley Balanda



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Stephen Faber

Recipient of the 2025 Lifetime
Achievement Award

*Thank you for your vision, leadership,
innovation, and positive impact on our team,
the City of Boston and beyond.*

*We also congratulate all of the
2025 Excellence Awards Honorees.*



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Lifetime Achievement Award 2025

Stephen Faber of Related Beal to Receive 2025 Lifetime Achievement Award for Transforming Boston's Real Estate Landscape



A Legacy of Leadership and Innovation

With over 40 years of experience in real estate development, Faber has been instrumental in delivering some of the region's most significant and forward-looking commercial projects. At Related Beal, he leads the firm's life sciences portfolio—one of the most transformative sectors in the real estate industry—while also overseeing acquisitions, dispositions, and asset management for a broad range of asset classes, including office, retail, and residential developments.

Faber's influence extends beyond Boston. He has overseen assets in more than 17 major markets nationwide and is widely recognized for his ability to pair long-term strategic thinking with practical, market-savvy execution. "Steve's visionary leadership and unmatched expertise across the innovation, research, and commercial markets drive our team forward each day and have made a lasting impact on the city of Boston," said Kimberly

Stephen Faber

Executive Vice President, Related Beal

BOSTON — The 2025 Lifetime Achievement award recognizes Stephen Faber, Executive Vice President at Related Beal's exceptional four-decade career that has helped shape Boston's commercial and life sciences real estate landscape, redefined urban development strategy, and elevated the city's standing as a national hub for innovation and economic growth.

"Stephen Faber has not only helped reshape Boston's skyline—he's helped shape its future," said Upendra Mishra, publisher of Boston Real Estate Times and Life Sciences Times. "This award honors a career rooted in vision, integrity, and thoughtful development. His projects

are more than real estate—they are enduring contributions to Boston's identity, competitiveness, and inclusive prosperity."

Faber expressed his appreciation for the recognition:

"I am honored to receive the Boston Real Estate Times Lifetime Achievement Award. This recognition is a testament to the exceptional talent and steadfast dedication of the entire Related Beal team, as well as the many distinguished individuals I've had the privilege to collaborate with throughout my career," said Faber. "Together, we are committed to fostering a Boston that leads in innovation by unlocking unique market opportunities and driving economic growth. My sincere gratitude to Boston Real Estate Times for this esteemed recognition."



Sherman Stamler, President of Related Beal. “This award reflects not only his many accomplishments, but also the collaborative, principled, and future-focused mindset he brings to everything he does.”

Setting New Standards in Sustainable Urban Development

Faber’s work has helped position Related Beal as a leader in Boston’s life sciences ecosystem. Signature developments like Innovation Square Phase III—the city’s first LEED Platinum and LEED Zero-Net-Carbon life sciences building—demonstrate his commitment to environmentally responsible, inclusive growth. “Steve blends bold vision with calculated risk to shape contextually appropriate outcomes,” said Joseph Mamayek, Principal at SGA. “Through his mentorship, collaboration, and advocacy, he nurtures stewardship of community values—driving job creation while advancing sustainable, resilient life science solutions. He continually raises the bar of excellence for us all.” Mamayek added that Faber’s leadership has helped set new benchmarks for community impact,

diversity, and inclusion in urban development.

A Civic-Minded Leader

In addition to his professional accomplishments, Faber is an active civic leader. He currently chairs the Greenway Business Improvement District Board and serves on the Seaport Leadership Committee of A Better City. He is also involved with industry organizations including MassBio, NAIOP, Urban Land Institute (ULI), and the Downtown Boston Business Improvement District.

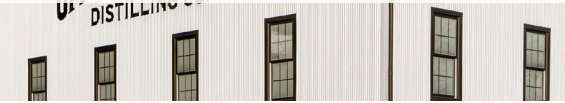
Faber’s dedication to civic engagement has strengthened ties between the private sector and the public realm, supporting a more connected, equitable, and resilient Boston.

As Stephen N. Faber receives the 2025 Lifetime Achievement Award, the Boston Real Estate Times honors not just a career filled with accomplishments, but a legacy defined by vision, partnership, and the transformative power of real estate to enrich lives and communities.



Architecture Firm of the Year

Bergmeyer Designing What's Next— For People, Planet, and Purpose



BOSTON—In 2025, as Bergmeyer marks its 50th anniversary, the firm has received one of the design industry's highest honors: Architecture Firm of the Year. This prestigious recognition by Boston Real Estate Times celebrates not only Bergmeyer's five decades of practice, but its radical transformation into a trailblazing, omni-disciplinary design collaborative—one that is redefining how design serves people, purpose, and progress.

What began in 1975 as a traditional architecture and interiors practice has become a nationally recognized leader in experiential design, placemaking, and sustainable innovation. With offices in Boston, Los Angeles, and Columbus, and a rapidly growing team of over 100

Rachel Zsembery
President & CEO, Bergmeyer

professionals, Bergmeyer continues to push the boundaries of what's possible—by breaking down silos, elevating equity, and designing with intentional impact.

**Beyond Multidisciplinary:
A New Model for Design**
Many firms talk about being “interdisciplinary,” but Bergmeyer lives it. From the very first meeting to final delivery, architects, interior designers, brand strategists, environmental graphic designers, and sustainability consultants work

together as one seamless team. *“Many firms claim to be interdisciplinary, but in practice they remain multidisciplinary—handing off work between silos rather than integrating teams from the start,”* explains President & CEO Rachel Zsembery. *“We believe in having a wide range of designers—architects, interior designers, industrial designers, strategists—at the table from the very beginning and staying involved throughout.”*

This approach creates spaces that feel more connected, more human, and more aligned with the clients and communities they serve. Every Bergmeyer project is a co-creation—purpose-driven, ego-free, and laser-focused on delivering value for end users.

Certified B Corp. Employee-Owned. Fastest-Growing. Purpose-Led.

In 2024, Bergmeyer became a Certified B Corporation, joining a global movement of businesses using their platforms to drive positive change. The firm also earned recognition in 2025 as one of New England's Fastest Growing Companies by The Boston Globe Media and Statista—a testament to its momentum and future-ready model.

“As a B Corp and employee-owned firm, we see our independence and our commitment to business as a force for good as a powerful differentiator in the years ahead,” says the firm in a statement. “Over the next 3–5 years, we will build on five decades of success by continuing to invest in our team, deepen client partnerships, and push the boundaries of design with both purpose and creativity.”

Bergmeyer's growth has been intentional—marked by a shift toward experiential outcomes, strategic market expansion, and a deeply inclusive culture.

Designing for Clients—and Their Clients

Bergmeyer designs with empathy and insight, always prioritizing the people who experience the spaces they create. Whether developing immersive retail flagships, next-gen workplace environments, or wellness-focused healthcare and housing, the firm never loses sight of its primary audience: the end user. The team's unique approach has resulted in standout work across markets.

FIRM OVERVIEW

Founded: 1975

Certified B Corporation

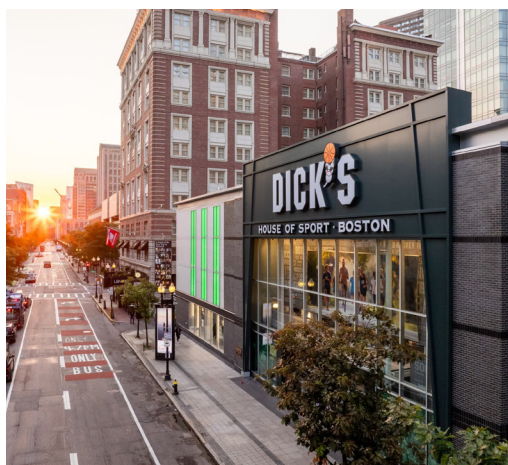
Employee-Owned

Headquarters: Boston, with offices in Los Angeles and Columbus

Team: 100+ professionals

Services: Architecture, Interior Design, Branding, Strategy, Environmental Design, Packaging, Placemaking, Visual Merchandising, Experience Design, Naming, Sustainability Consulting, and more

Markets: Workplace, Hospitality, Retail, Housing, Academic, Wellness, Commercial, Advanced Technology R&D, Venue.



Brokers of the Year (Multifamily Investments) 2025

\$27.5 Billion Closed and Counting: CBRE's Multifamily Titans Reshape New England's Investment Landscape



Simon Butler
Vice Chairman, CBRE

BOSTON—In the high-stakes world of commercial real estate, performance is measured in numbers—and no numbers speak louder than these: \$27.5 billion in closed transactions, 132,602 multifamily units sold, and nearly 50% of all multifamily investment sales in Greater Boston since 2012. These are the staggering figures behind CBRE's Boston Multifamily Capital Markets Group, led by Vice Chairmen Simon Butler and Biria St. John, the 2025 Brokers of the Year in Multifamily Investments, as recognized by Boston Real Estate Times.

In a market challenged by inflation, rising interest rates, and shifting



Biria St. John
Vice Chairman, CBRE

capital markets, this powerhouse duo has continued to outperform the industry. In 2024 alone, Butler and St. John closed \$1.63 billion in transactions, totaling 4,784 units across 29 deals. With \$1.4 billion already closed in 2025, and \$570 million under agreement, the CBRE team is once again on track to lead the market with both volume and velocity.

Dominating the Multifamily Sector—From Core to Value-Add

The team's recent portfolio of high-impact deals includes:

- Hill Estates, Belmont, MA — 396 Units | \$175 Million
- Hanover Crossing, Hanover, MA —



297 Units | \$155.85 Million

- 508-Unit Luxury Community — Boston, MA
- 787 Units — Hamden, CT
- 640 Units — Manchester, NH.

Their work spans the entire spectrum of multifamily—from luxury urban developments and suburban garden-style assets to value-add repositioning, affordable housing, and joint venture equity raises. Their client roster includes the most prominent names in real estate: institutional investors, REITs, developers, syndicators, family offices, and private equity firms.

But it's not just the quantity of transactions—it's the quality of the execution. Their ability to strategically position assets, bring the right buyers to the table, and close under pressure makes them not just dealmakers, but market makers.

Meet the Dealmakers

Simon Butler, *Vice Chairman*, CBRE

Simon Butler is one of the most respected names in multifamily investment sales nationwide. With over \$24 billion in closed multifamily deals, Simon has led some of the most significant transactions in Greater Boston and across New England. Known for his institutional expertise and strategic foresight, Simon has consistently ranked among CBRE's top producers nationwide, including being the #2 CBRE multifamily broker in 2013, #4 in 2016, and Top 3 in both 2019 and 2020.

His long-standing relationships, data-driven approach, and leadership within CBRE have been instrumental in shaping the region's multifamily landscape. He has represented high-profile sales across Cambridge, Somerville, Framingham, Dedham, Marlborough, and beyond—driving top-dollar returns for clients and elevating CBRE's dominance in the space.

Biria St. John, *Vice Chairman*, CBRE

Biria St. John combines sharp valuation skills with a dealmaker's instinct. With a foundation in CBRE's Consulting and Valuation Group, Biria brings a nuanced financial lens to every transaction. He has been involved in over \$24 billion in multifamily deals, alongside Simon, and is especially known for his leadership in the affordable housing sector—having closed over \$550 million in affordable transactions over the past five years alone. Biria is a perennial member of CBRE's elite Colbert Coldwell Circle (top 3% of producers nationwide),

and his reputation for delivering results in complex regulatory and financing environments has made him a go-to broker for institutional and mission-driven investors alike.

Backed by the Global Power of CBRE

CBRE Group, Inc. (NYSE: CBRE) is the world's largest commercial real estate services and investment firm, with over 140,000 employees across 100+ countries. Headquartered in Dallas, CBRE operates across four core business segments:

- Advisory (Leasing, Capital Markets, Valuation)
- Building Operations & Experience (Facilities and Property Management)
- Project Management
- Real Estate Investments

CBRE's platform provides the Boston Multifamily team with an unmatched combination of data, analytics, global reach, and localized expertise—allowing them to deliver superior outcomes for every asset class and investment strategy.

CBRE's Boston multifamily group isn't slowing down. With a robust deal pipeline, a constantly evolving investor landscape, and ongoing demand for rental housing across Massachusetts and New England, the team is doubling down on its core mission: to help clients realize maximum value while shaping the next chapter of multifamily living.

They continue to expand their footprint in both market-rate and affordable housing, while also targeting land sales, joint ventures, and emerging suburban hubs—all supported by CBRE's deep research, technology, and global investment capabilities.

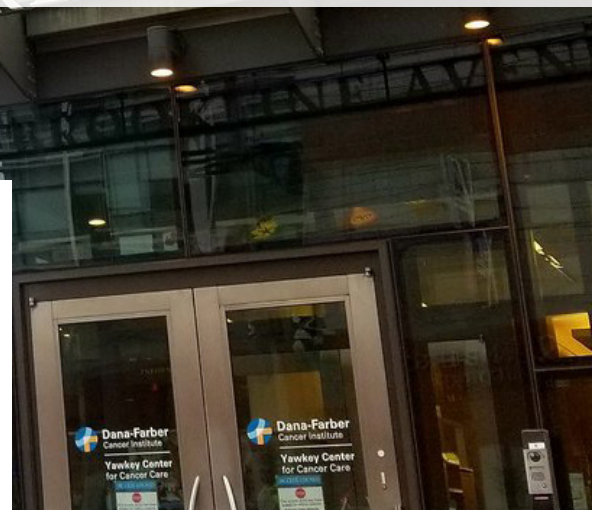
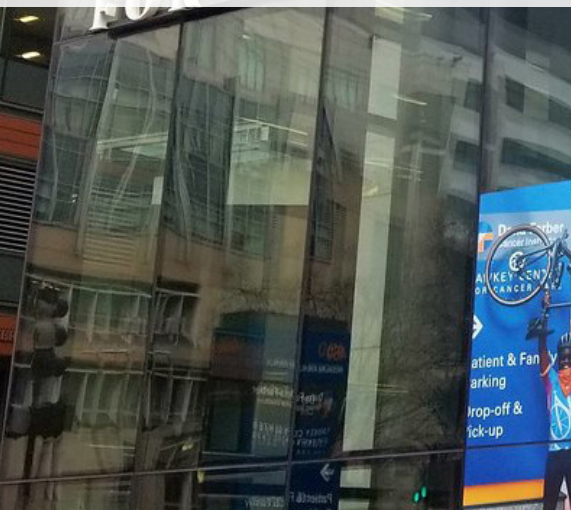
In a market that demands precision, resilience, and vision, Simon Butler and Biria St. John have proven—again and again—that they are the brokers investors want in their corner.

Congratulations to CBRE's Boston Multifamily Investment Sales Team, the 2025 Brokers of the Year—setting the pace, raising the bar, and defining the future of multifamily real estate in New England.



Commercial Broker of the Year 2025

A Broker Like No Other: The Unconventional Rise of Bob Richards



BOSTON—In a city known for being the global epicenter of biotech, Bob Richards has played a pivotal role in shaping the very skyline of innovation. With more than 30 years of commercial real estate experience, and as a key leader in JLL's national Life Sciences practice, Richards has built a reputation as a strategic force behind some of Greater Boston's most impactful life sciences deals.

In 2025, the Boston Real Estate Times honors Richards with its prestigious Commercial Broker of the Year Award, a recognition that underscores both his personal impact and the influence of the platform he represents.

From CNN Sportscaster to Life Sciences Visionary

Richards' professional story is anything but conventional. Before

Bob Richards
Executive Managing Director, JLL

stepping into real estate, he spent nearly a decade in broadcast journalism, including five years as a CNN sportscaster in Atlanta—a role that refined his communication skills and stage presence. But ultimately, the call of home—and a new challenge—brought him back to Boston.

"After spending 10 years as a sportscaster in Binghamton and CNN Sports in Atlanta, I yearned to get back to Boston," Richards explains. "I was fortunate to get an opportunity to join Spaulding & Slye as a Cambridge broker."

That pivot would become the launchpad for a remarkable second act.

Building a Legacy of Leadership

After just one year at Spaulding & Slye, Richards made a bold move—leaving to join Fallon Hines & O'Connor, a step that proved pivotal in his early development as a top producer. But perhaps the most defining chapter of his career came with the formation of Richards Barry Joyce & Partners (RBJ), where he served as President for 14 years.

"Forming Richards Barry Joyce & Partners and serving as President for 14 years was a great privilege," he reflects.

Under his leadership, RBJ became a dominant force in Boston's commercial real estate market before its acquisition by Cushman



ROPES & GRAY

Congratulations to all of
Boston *Real Estate Times*'
2025 Excellence Award Winners.

Ropes & Gray is proud to be
named **Law Firm of the Year.**

& Wakefield. There, Richards broke new ground yet again—becoming the first non-New York broker to be named Top Producer at the global firm.

Now at JLL, Richards continues to lead with the same entrepreneurial drive and strategic focus. He plays a central role in JLL's Life Sciences Practice Group, a specialized team that supports emerging startups, academic institutions, and global biotech leaders alike with real estate solutions that drive discovery.

The group is known for its deep market data, lab space expertise, and strategic advisory capabilities—from site selection to complex lease structuring and acquisitions. With Richards at the helm of many Boston-

area transactions, JLL remains at the forefront of the region's life sciences expansion.

Milestones, Mentors, and Mission

Reflecting on the major turning points of his career, Richards is quick to highlight the people and principles that guided him.

"First and foremost, my father taught me hard work and focus," he says.

"Many others have also helped along the way—Matt Dwyer and Joe Fallon were important influences. I've learned so much from my teammates and partners—Michael Joyce, John Barry, John Boyle, Matt Daniels, Bob Coughlin, to name just a few."

His career has been marked not just by transactions, but by trust—particularly in the life sciences

sector, where deals are often complex, capital-intensive, and deeply tied to mission-driven outcomes.

One of the most memorable?

"Negotiating an innovative fixed-price condo option which saved Dana-Farber \$250 million dollars is something I am very proud of," he says.

But equally important to him is his role as a mentor and father.

"Being a supportive, proud dad to three great sons while achieving professional success has been hugely rewarding," Richards says. "Helping mentor younger brokers brings me great joy and reward."

Boston Real Estate Times

2026 Outstanding Women in Commercial Real Estate

Gala
January 28, 2026



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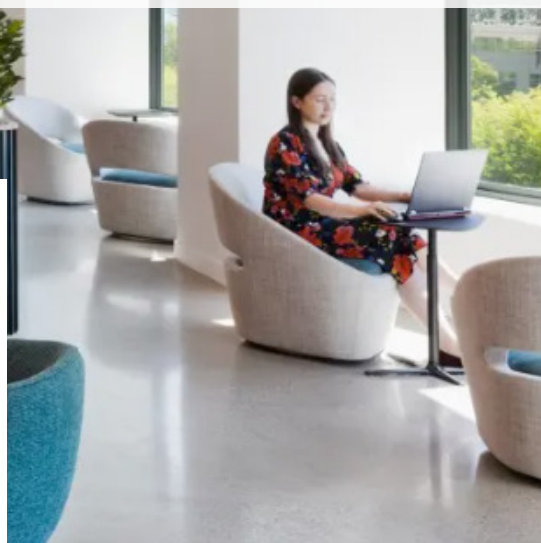


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Corporate and Interior Design Firm of the Year 2025

Designing with Purpose: How Gable Clarke's Leadership Propelled SGA to Corporate and Interior Design Firm of the Year



BOSTON — The 2025 Corporate and Interior Design Firm of the Year Award is presented to SGA in recognition of the firm's outstanding impact on the built environment — delivering innovative, inclusive, and future-focused design solutions across the corporate, commercial, life sciences, and academic sectors.

From concept to completion, SGA is redefining what it means to design with purpose, integrating sustainability, wellness, and adaptability into every project.

This award also celebrates the people-centered leadership that fuels SGA's culture of creativity and collaboration — and at the heart of that leadership is Gable Clarke,

Gable Clarke
Partner and President of Interior Design, SGA

Partner and President of Interior Design.

"My path has been continually shaped by what I'll call 'micro-mentors,'" Clarke says. "Whether it's my very first boss at Burger King (yep!), the newest employee at SGA, or one of my teenagers (who, naturally, know everything), I believe I have something to learn from everyone, and it's fun to discover what that is."

An equal majority owner of the firm, Clarke leads SGA's interior design practice and human resources department, balancing creative vision

with organizational strategy. With more than two decades of experience, she's known throughout the industry not only as an award-winning designer, but as a dedicated mentor and culture-builder — helping shape SGA into a top-tier firm where trust, talent, and innovation thrive.

Under her guidance, SGA's interior design practice has flourished, earning national recognition as one of Interior Design's 2022 Top 100 Giants of Design. Recent landmark projects include SGA's own 20,000-square-foot Boston headquarters, a biophilic and neurodiverse-friendly environment co-created by and for the firm's creative team. Other standout projects include

Cushman & Wakefield's Boston office, the Amenity Center at 99 High Street, and Welch's corporate headquarters — all reflecting SGA's signature blend of user-focused design and operational excellence.

With offices in Boston and New York, SGA is a multidisciplinary firm offering architecture, interior design, master planning, and virtual design and construction (VDC) services. The team specializes in highly technical, adaptive, and wellness-driven solutions, consistently integrating advanced BIM workflows and co-authored design strategies that engage all stakeholders — from end users to executive teams. Every project is an opportunity to create spaces that motivate, perform, and evolve alongside the people who use them.

Clarke's own professional milestones — including the IIDA New England Leadership Award of Excellence and

recognition as one of the Boston Real Estate Times' 10 Outstanding Women in Commercial Real Estate — speak to her influence on the industry. But for Clarke, the real reward is the people around her:

"I'm fortunate enough to be surrounded by some pretty amazing people, both personally and professionally," she says. "The gratitude I feel motivates me to show up and try my best for them."

Clarke is NCIDQ-certified, LEED-accredited, and a Certified Generations Trainer. She holds a Master of Science in Interior Design from Florida State University and a BA in Communications from Milligan College. She also serves on CoreNet New England's Real Advantage Committee and supports several charitable organizations. At home, she enjoys traveling — or relaxing in the backyard with her husband, children, and pet chickens.

Looking ahead, SGA is poised for strategic growth.


"Over the next 3–5 years, the firm will expand its presence in corporate interiors, amenity spaces, and the New York City market, while broadening into multi-family housing, student living, affordable housing, and mission-critical infrastructure such as battery storage facilities," Clarke says. "SGA will continue its leadership in the P3 market, deepen collaborations with academic institutions, and strengthen services for healthcare research organizations."

This award affirms what SGA's clients, partners, and team members already know: the firm is not only shaping exceptional spaces — it's shaping a better, more inclusive future for the design industry. With Clarke at the forefront, SGA continues to lead with intention, empathy, and excellence.



Construction Firm of the Year 2025

Suffolk Redefines the Future of Construction with Bold Vision, Big Projects, and Boundary-Pushing Innovation



BOSTON—In the world of construction, few names carry the weight, ambition, and influence of Suffolk—a company that has redefined what it means to build at scale, lead with purpose, and innovate with vision.

With more than \$8 billion in annual revenue and a workforce of over 3,000 employees across the U.S., Suffolk stands as a dominant force in the built environment, driving progress across a broad spectrum of sectors including commercial real estate, life sciences, healthcare, higher education, aviation, and infrastructure.

At the heart of Suffolk's story is John Fish, its dynamic Founder and CEO, whose vision has transformed a regional contractor founded in 1982 into a nationally renowned construction enterprise and investment powerhouse. Fish is widely recognized as one of the most



John Fish
Founder & CEO, Suffolk

influential figures in real estate and civic leadership—not just in Boston, but across the country. His leadership has been defined by an unshakable belief in the power of bold thinking, a commitment to collaboration, and a mission to “Prove Impossible Wrong.” This year, Suffolk is honored as the 2025 Construction Firm of the Year, a recognition of its immense impact on the skyline, economy, and future of Boston—and the nation.

Building a New Boston Landmark: South Station Tower

The company's role as general contractor on the South Station Tower project exemplifies its extraordinary



capabilities. Rising 51 stories and 680 feet into the Boston skyline, the tower is one of the most ambitious and complex construction efforts in the city's history. Built directly above the historic South Station—Boston's busiest transportation hub—the development seamlessly integrates 680,000 square feet of high-performance office space, 166 Ritz-Carlton branded luxury residences, and vibrant ground-floor retail into a mixed-use icon of 21st-century urban design.

South Station Tower is not just about height and scale—it's about forward-thinking execution. The project includes significant transit upgrades, such as a 67% expansion of the commuter rail concourse, a 50% increase in bus terminal capacity, and new connections between the terminal and platforms. The tower is also pre-certified for LEED Gold and targeting WELL Gold, signaling Suffolk's leadership

in sustainable, health-conscious design and construction.

Vertical Integration: Suffolk's Bold Model

What sets Suffolk apart is its vertically integrated model—a rare combination of construction expertise, real estate investment, design services, and data-driven project management. The company brings together the people, processes, and technologies needed to deliver highly complex projects with precision and speed.

But Suffolk is not just keeping pace with change—it's driving it.

Through its innovation arm, Suffolk Technologies, the company is reshaping the future of construction. Launched in 2019, Suffolk Technologies has invested in over 55 startups focused on transforming the way the world designs, builds, and operates buildings. In 2025, Suffolk Technologies was again named the most active ConTech investor by AGC Partners, following the successful close of its \$110 million venture fund.

These investments span robotics, AI, materials science, sustainability,

and automation, helping Suffolk deliver smarter, faster, safer, and more sustainable projects while positioning the company at the forefront of the ConTech revolution.

A National Impact, A Boston Legacy

While Suffolk's national reach includes major projects in Los Angeles, San Francisco, Miami, Dallas, and New York, its roots remain firmly planted in Boston, where the company has played a critical role in shaping the city's modern identity. From the Millennium Tower to the Encore Boston Harbor resort, and now South Station Tower, Suffolk has helped define the Boston skyline with landmark developments that blend innovation, sustainability, and community impact.

Under John Fish's leadership, Suffolk has also remained deeply committed to workforce development, diversity and inclusion, and civic engagement. Fish himself is a prominent advocate for public education, workforce training, and equitable economic growth. He has chaired Boston 2024,

the Greater Boston Chamber of Commerce, and serves on numerous nonprofit and educational boards.

A Vision for the Future

As Suffolk looks to the future, it is driven by a simple but powerful goal: to build without boundaries. That means using data and technology to unlock new efficiencies, empowering diverse teams to lead with purpose, and continuing to challenge conventional thinking about what construction can be.

For its unmatched scale, bold leadership, transformative projects, and relentless commitment to innovation, Suffolk is the 2025 Construction Firm of the Year—a title befitting a company not just building the future, but inventing it.



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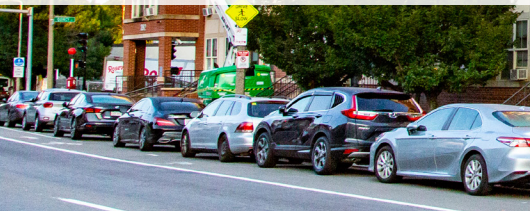
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Housing Champion of the Year 2025

From Foxborough to Dorchester, AHSC Champions Affordable Housing for Every Generation



BOSTON—As Massachusetts continues to face an urgent and complex housing affordability crisis, one organization has become a beacon of leadership, vision, and execution: Affordable Housing and Services Collaborative, Inc. (AHSC). This year, AHSC is being honored as the 2025 Housing Champion of the Year for its outstanding contributions to creating, preserving, and enhancing affordable housing across the Commonwealth.

Founded in 2001, AHSC is a 501(c)(3) nonprofit organization that has been a quiet powerhouse in the affordable housing ecosystem. Working at the intersection of development, finance, and social services, AHSC has delivered more than 3,000 affordable housing units through more than 40 complex real estate projects—from new construction to adaptive reuse to critical preservation work. These efforts aren't just about buildings—they're about stability, dignity, and opportunity for the thousands of Massachusetts residents who call



Michael Mattos
President & Executive Director, AHSC
AHSC communities home.

A Mission Rooted in Impact

AHSC's approach is grounded in partnership—bringing together public and private entities to leverage funding, coordinate services, and ensure long-term affordability for a wide range of populations: low-income seniors, working families, formerly homeless veterans, and individuals with disabilities. The organization's holistic vision prioritizes not just housing access, but quality of life—supporting residents through wellness, vocational training, social programming, and more.



In the past year alone, AHSC has celebrated several milestone projects:

- **Walnut Knoll in Foxborough:** A two-phase, 200-unit senior housing development—the first of its kind in a town long lacking affordable options for older adults. Phase 1, with 141 units, is nearing completion; Phase 2, with 59 more units, is fully funded and set to begin in 2026.
- **Prospect Estates in Webster:** A historic rehabilitation of 25 affordable family units in two 19th-century former school buildings. AHSC led a sensitive, occupied renovation that preserved affordability while improving quality of life for existing residents.
- **Columbia West and Uphams Corner in Dorchester:** AHSC acquired and revitalized two distressed properties totaling 91 units, delivering a financially sustainable turnaround through occupied re-syndication—all without displacing residents. These are just a few examples of how AHSC fulfills its mission to not only build housing, but to protect it, preserve it, and evolve it in response to shifting economic and social needs.

Visionary Leadership: Michael Mattos

At the heart of AHSC's success is Michael J. Mattos, a seasoned affordable housing professional who has served as President and Executive Director since 2013. With a background that spans municipal planning, public policy, real estate finance, and nonprofit leadership, Mattos brings a uniquely integrated perspective to the organization's work.

Mattos oversees the day-to-day operations of AHSC and personally engages in the project management, permitting, and financing of complex real estate transactions involving federal and state Low-Income Housing Tax Credits, Historic Tax Credits, public grants, and private equity. Under his leadership, AHSC has grown its asset portfolio to over \$390 million, making it one of the state's most capable and trusted nonprofit housing developers.

His project portfolio includes major developments such as:

- The Charlestown, a 48-unit conversion to assisted living in Boston
- Powdermill Village, a 248-unit preservation project in Westfield
- Walker School, a 40-unit senior and disabled housing community in Taunton
- 98 Essex, a 62-unit TOD adaptive reuse project in Haverhill

Prior to joining AHSC, Mattos served in several key roles across the public and private sectors:

- Director of Real Estate Development at the Taunton Housing Authority, where he managed the agency's

\$22 million HOPE VI revitalization initiative

- Community Development Director for the City of Taunton, overseeing HUD-funded CDBG and HOME programs
- Vice President of Community Development for MassDevelopment, managing Brownfields and infrastructure investments in Southeastern Massachusetts
- Project and development roles at Peabody Properties, Inc. and EA Fish Development, where he contributed to the successful delivery of over a dozen housing developments.

Mattos holds a Bachelor of Science from Bridgewater State University and a Master's degree in Regional Planning from the University of Massachusetts, Amherst. Beyond his professional work, he is deeply involved in civic life—serving as Chairman of the Dartmouth Housing Authority, an elected Town Meeting member, and a member of the Dartmouth Community Preservation Committee.

A Growth-Oriented, Mission-Driven Future

AHSC's strategic growth plan includes a strong pipeline of new

developments and preservation efforts. Three projects are expected to complete construction this year, with others lined up through 2028. The organization continues to prioritize partnerships, acquisition of struggling assets, and joint ventures that expand its reach while staying focused on its mission.

"We're always looking at where we can do the most good—where the housing need is most urgent, and where our experience can really make a difference," says Mattos.

A Champion, In Every Sense of the Word

In a region where affordability is increasingly out of reach for too many, Affordable Housing and Services Collaborative stands as a powerful example of what's possible when mission and execution meet. Whether through innovation in development, leadership in preservation, or unwavering commitment to its residents, AHSC has proven that affordable housing is not just a policy issue—it's a human one.

Congratulations to AHSC and Michael Mattos, the 2025 Housing Champion of the Year—building more than housing. Building lasting impact.





Law Firm of the Year 2025

Ropes & Gray: The Legal Powerhouse Behind Boston's Defining Developments



Jack Creedon
Partner, Ropes & Gray LLP

BOSTON — In a real estate market defined by complexity, scale, and innovation, Ropes & Gray LLP has emerged as the legal powerhouse behind many of Boston's most transformative projects.

The firm is honored as 2025's Law Firm of the Year — a recognition of its unmatched legal acumen, collaborative culture, and decades-long impact on the region's built environment.

With more than 100 legal professionals — including over 60 attorneys dedicated to real estate — Ropes & Gray offers an integrated, cross-disciplinary approach that bridges real estate, tax, finance, ERISA, private

equity, and environmental law. Their clients range from private equity firms and REITs to global investors, universities, healthcare institutions, and cultural nonprofits.

In just the last five years, the firm has handled over \$50 billion in complex real estate transactions, supporting large-scale developments across sectors like life sciences, hospitality, higher education, health care, multifamily, and commercial office.

A Firm Behind Boston's Defining Projects

From historic preservation battles to skyline-defining towers, Ropes & Gray has advised on the deals that continue to shape Boston's future. Their recent highlights read like a blueprint of the city's most ambitious projects:

- Successfully challenged the proposed landmark designation of the Citgo Sign, securing a mayoral veto and preserving critical development rights for the property owner.
- Represented MITIMCo in its joint venture with Biomed Realty to develop 75 Broadway, a key expansion for Biogen in Cambridge.

- Advised Dana-Farber Cancer Institute in its partnership with Beth Israel Lahey Health to develop a new independent inpatient hospital for adult cancer patients.
- Guided a private investor in the development of the Four Seasons Hotel and Residences at One Dalton, now a striking part of Boston's Back Bay skyline.
- Represented State Street Corporation in the negotiation of its \$690 million lease at One Congress, one of the largest commercial leases in city history.
- Advised on the development of the Raffles Boston at 40 Trinity Place — the first Raffles Hotel & Residences in North America, a 33-story mixed-use landmark.
- Handled the financing of The Quin, a luxury social club that has since opened and become a staple in Boston's hospitality scene.
- Represented the Boston Youth Symphony Orchestra in securing the ground lease for its new headquarters at 235 Huntington Avenue.
- Advised Emmanuel College in ground-leasing its Endowment Campus in the Longwood Medical Area to Merck and Brigham and Women's Hospital.

These projects reflect more than transactional expertise — they showcase a firm that understands the interconnected nature of law, policy, development, and community engagement.

A Culture of Leadership, Built Over Decades

The strength of Ropes & Gray's real estate practice lies in its long-

tenured leadership and commitment to developing next-generation talent. Several senior partners — including Jack Creedon, Dan Stanco, Rich Gordet, Walter McCabe, Sally Davis, Anthony Mongone, Peter Alpert, and David Kaye — have worked side-by-side for over 20 years.

This continuity has created a culture of trust, responsiveness, and depth, while mentoring newer attorneys ensures the team remains adaptive to changing markets and deal structures.

The result is a practice known for pragmatic, tailored guidance, even in the most high-stakes or politically sensitive real estate matters.

Growth, Innovation, and Responsibility

As Boston and its surrounding markets continue to evolve, Ropes & Gray is preparing to lead the next wave of legal innovation in real estate. According to a firm statement: "Over the next three to five years, our real estate team will continue to support Boston's most dynamic and transformative projects. With established strengths in real estate finance, leasing, and development, we plan to deepen our expertise to address increasingly complex capital structures and innovative deal models. As Boston evolves as a hub for life sciences, healthcare, mixed-use development, and institutional growth, we will strategically grow to meet the demands of clients across asset classes while maintaining a strong focus on collaboration and long-term client relationships."

The firm also notes that developing the next generation of attorneys will

remain a priority — with a particular focus on mentorship, diversity, and a culture of thoughtful, pragmatic service.

Deep Community Roots and Civic Engagement

What further distinguishes Ropes & Gray is its long-standing commitment to community service and civic partnership. Through pro bono work and nonprofit collaborations, the firm plays a quiet but significant role in strengthening Boston's social fabric.

Organizations supported include: Project Citizenship; Casa Myrna Vazquez; Boston Youth Symphony Orchestra; Heading Home; Good Sports; Gloucester Marine Genomics Institute; Health Equity International; and Greater Boston Legal Services.

This alignment between professional excellence and civic purpose has made Ropes & Gray not just a law firm of choice, but a firm Boston can be proud of.

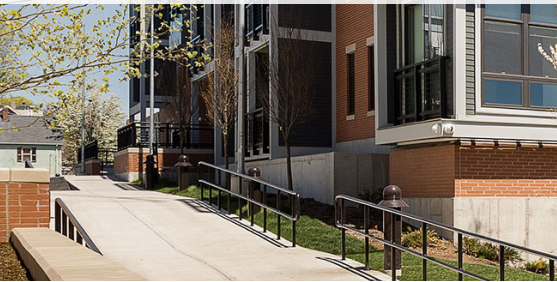
Why Law Firm of the Year?

The Boston Real Estate Times honors Ropes & Gray as Law Firm of the Year 2025 for three key reasons:

- Its central role in shaping Boston's most complex and visible developments
 - Its consistency of leadership and mentorship across generations
 - Its commitment to community impact, diversity, and public service
- With Boston on the cusp of its next transformation — from life sciences expansion to post-pandemic urban reinvention — Ropes & Gray remains not just a legal partner, but an essential city-builder.

Multifamily Excellence Award 2025

Damien Chaviano, 2025 Development Leadership Award Winner: Shaping Boston Through Vision, Innovation & Community Impact



BOSTON — Every year, the Boston Real Estate Times celebrates leaders who don't just shape skylines, but transform communities. This year's Real Estate Development Leadership Award goes to **Damien Chaviano**, Co-President and Principal at **Samuels & Associates** — a developer whose vision has been instrumental in redefining what Boston's urban fabric can be.

In a city steeped in history, Chaviano's work is helping write its next chapter. From iconic landmarks like **Pierce Boston** and **Van Ness** to the reimagining of the **Landmark Center** and **Lyrik Back Bay**, his projects aren't just buildings — they're destinations.

A Developer Rooted in Community

In a real estate industry often driven by transactions, Chaviano stands out for building more than just square

Damian Szary Principal, Redgate Capital Partners

footage. His story begins far from Boston — in a quiet suburb northwest of Chicago — but it's one shaped by the values of hard work, family sacrifice, and education.

Chaviano's father, who left Cuba alone at 13 following Castro's rise to power, built a life in the U.S. through grit and determination. His mother's constant relocations for her father's sales job gave Chaviano a dynamic, adaptive worldview — something he brings to every project today.

These values carried him from launching a high school car detailing

business to eventually enrolling in the prestigious MSRED program at MIT, where he formalized his understanding of the financial and architectural complexities of real estate development.

His career has spanned all facets of the industry: capital sourcing, underwriting, permitting, design, marketing, and investor relations. His return to Samuels & Associates in a leadership role in recent years marked a pivotal moment — and a homecoming — as he began shaping Boston's skyline once again.

A Company on a Mission: Samuels & Associates

Samuels & Associates has long been at the forefront of community-centered development in Greater Boston. Under Damien's leadership, the firm has remained laser-focused on transforming neighborhoods into vibrant, inclusive, and pedestrian-friendly places where people live, work, and connect.



One standout example is Lyrik Back Bay, a project that seamlessly integrates public space, sustainability, and infrastructure improvements with sweeping city views and civic energy. It's a living example of what Chaviano calls "serving our communities and advancing their vision."

With transformative projects throughout the Fenway, Allston, and beyond, Samuels & Associates continues to prioritize partnerships with local organizations, responsive design, and economic vitality — hallmarks of their approach that align perfectly with Damien's personal values.

Leading by Example

Chaviano's resume is impressive — managing over \$1 billion in development projects at Mark Development, overseeing strategy and acquisitions at Samuels, and pioneering innovative approaches to mixed-use spaces. But what's most striking is his willingness to be hands-on and his relentless pursuit of impact — even when the odds are against him.

Take the Trio project in Newton: a 160-unit apartment development that

faced intense community resistance. "After 22 hearings," Chaviano says, "we finally received approval for a project I believe has become a hallmark for the community." The buildings brought new life to a formerly stagnant corner of town — along with housing, retail, and new civic energy. "Seeing how proud my

kids are of the development has been incredibly rewarding," he adds.

That balance — between the demands of complex, high-stakes projects and the deeply human experience of improving lives through development — is what defines Chaviano's legacy.



Multifamily Excellence Award 2025

With Visionary Leadership, Mass-ALA Charts a Bold Future for Assisted Living

BOSTON— The Massachusetts Assisted Living Association (Mass-ALA) has been named 2025 Organization of the Year by the Boston Real Estate Times, in recognition of its outstanding leadership, tireless advocacy, and enduring commitment to improving the lives of older adults across the Commonwealth.

A Powerful Voice for Assisted Living

Representing nearly 90% of the professionally operated assisted living residences in Massachusetts, Mass-ALA has become a powerful and trusted voice for a sector that supports thousands of older adults. Through its core pillars—advocacy, education, and operational support—the not-for-profit organization ensures that assisted living remains a safe, sustainable, and empowering option for individuals with a wide range of needs and income levels.



Brian Doherty
CEO, Mass-ALA

At the helm is Brian Doherty, a seasoned association executive whose blend of policy acumen, housing and healthcare experience, and personal passion for aging services has helped elevate Mass-ALA to new heights. Since assuming leadership in 2018, Doherty has guided the organization through some of its most challenging moments—including the COVID-19 pandemic—while building a long-term vision centered on quality, dignity, and access.

“Assisted living represents a nexus where housing, health, and policy intersect,” Doherty said. “At Mass-ALA, we strive to translate policy into

impactful services that allow older adults to thrive with independence and dignity.”

Advocacy Rooted in Purpose

Mass-ALA is known not just for responding to challenges—but for proactively shaping the future of assisted living. From lobbying for inclusive regulatory frameworks to advocating for increased funding and access, the organization is deeply engaged at both the state and national levels. Its efforts have helped define Massachusetts as a leader in resident-centered care.

Following the tragic Gabriel House fire, Mass-ALA helped galvanize a statewide response, connecting displaced residents with communities offering housing and support. It was a sobering moment that reaffirmed the sector’s responsibility—and Mass-ALA’s role in mobilizing swift, compassionate action.

Preparing the Next Generation of Caregivers

Beyond policy, Mass-ALA is also investing in the workforce of the future. Its strategic growth plan includes partnerships to promote career pathways in assisted living and initiatives to address ongoing staffing shortages.

“A central priority is expanding partnerships and building a strong pipeline of professionals across all roles,” said Doherty. “That’s how we ensure a sustainable future for the sector.”

The organization offers a robust catalog of educational programming, from leadership development to specialized training in dementia care and compliance. It’s a commitment to excellence that extends to every

level of care, and one that continues to raise standards across the industry.

Leading with Heart—and Strategy

Doherty’s path to Mass-ALA wasn’t a straight line—but it was a purposeful one. His background in government affairs, real estate, and behavioral health gave him a unique lens into the multifaceted needs of aging populations. He credits his grandmother’s time in memory care as a deeply personal experience that fueled his commitment to the sector. “As I became more immersed,

I realized how interconnected housing, healthcare, and behavioral health truly are,” he said. “That realization continues to shape how we support our members and the older adults they serve.”

A Moment of Recognition—and Reflection

For Doherty, some of the most inspiring moments have come not in legislative chambers or boardrooms—but in rooms filled with caregivers, residents, and community leaders.

“At our recent Excellence Awards Dinner, one of our honorees, Charlie Kanter, came to the podium and shared that he was 100 years old,” Doherty recalled. “The entire room erupted into applause and gave him a standing ovation. That moment captured everything we stand for—resilience, community, and the power of human connection.”



Real Estate Banking Leader of the Year 2025

Ian Brandon: 2025 Real Estate Banking Leader of the Year



WALTHAM, MA—In a market defined by uncertainty, complexity, and rapid transformation, Ian Brandon has emerged as one of the most trusted, effective, and forward-thinking banking leaders in Greater Boston. As Executive Vice President and Chief Commercial Banking Officer at Cambridge Savings Bank (CSB), Brandon has helped shape the bank's commercial platform into a regional powerhouse—earning him the distinction of 2025 Real Estate Banking Leader of the Year.

With more than 25 years of commercial banking experience and over \$10 billion in closed transactions, Brandon is known not just for his technical acumen, but for his relationship-first approach to business. His success is rooted in understanding that banking—

Ian Brandon *EVP/Chief Commercial Banking Officer* Cambridge Savings Bank

especially in commercial real estate—is as much about people as it is about numbers.

A Career Built on Relationships and Results

Since joining CSB in 2007, Brandon has played a central role in the evolution of the bank's commercial strategy. He initially served as Head of Commercial Real Estate (CRE), where he built and led a high-performing team that developed customized, risk-managed financing solutions for developers, property owners, and investors across the region. His leadership in the CRE space helped CSB build credibility as a key player in a competitive and capital-intensive market.

In 2024, Brandon was promoted to Chief Commercial Banking Officer, where his oversight expanded to include not only real estate lending, but also commercial and industrial (C&I) lending, asset-based lending (ABL), and broader strategic growth initiatives. Reporting directly to CEO Ryan Bailey, Brandon now leads the bank's commercial banking division, developing new products, growing market share, and ensuring that CSB's offerings remain relevant and competitive.

A Modern Bank with 191 Years of History

Cambridge Savings Bank, one of the oldest and largest community banks in Massachusetts, is a mutual bank with a mission deeply tied to local prosperity. Founded in 1834, CSB has more than \$7 billion in assets and operates 19 branches across the

Commonwealth, including a recently opened location in Dorchester that reflects the bank's deep commitment to underserved communities.

Unlike shareholder-driven institutions, CSB's mutual structure enables it to prioritize long-term value over short-term profits. This translates to stronger client relationships, deeper community involvement, and a broader view of success.

Under Brandon's leadership, CSB has significantly grown its commercial portfolio by remaining nimble, locally responsive, and open to alternative lending models. From financing large-scale CRE deals to expanding ABL capabilities and lending to fund platforms, the bank has embraced an increasingly dynamic and diversified approach to growth.

"We're not just providing capital—we're creating strategic partnerships," Brandon said in a recent interview. "We succeed when our clients succeed, and that begins with listening, customizing, and delivering."

A Leader With Regional Impact

Brandon's influence extends well beyond the walls of the bank. He is an active member of several of the region's leading real estate and finance organizations, including the Real Estate Finance Association (REFA), NAIOP, Urban Land Institute (ULI), and the Real Estate Lenders Association. His presence in these networks has helped position CSB as a go-to lender in Boston's fast-moving CRE and commercial lending markets.

He also serves on the financial advisory board of The Winchendon School and is a member of Dana-Farber Cancer Institute's Presidents Circle, reflecting a deep personal commitment to both education and healthcare causes.

Born in Switzerland and raised in Newton, Massachusetts, Brandon brings a global sensibility to his leadership style—marked by clarity, adaptability, and integrity. He holds a Bachelor of Arts in Political Science and Economics from the University of Massachusetts Amherst and an MBA from Boston University.

CSB's leadership—including Brandon and CEO Ryan Bailey—is building for the future with targeted investments in talent, digital platforms, and community partnerships. As the bank expands its services and customer base, Brandon is spearheading a vision that balances growth with values—ensuring

CSB remains not only a financial institution, but a true community partner. For his visionary leadership, track record of results, and unwavering dedication to clients and communities, Ian Brandon stands out as a deserving recipient of the 2025 Real Estate Banking Leader of the Year.

He's not just financing buildings—he's helping shape the future of Greater Boston's economic landscape, one relationship at a time.



Real Estate Banking Leader of the Year 2025

Damien Chaviano, 2025 Development Leadership Award Winner: Shaping Boston Through Vision, Innovation & Community Impact



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Damien Chaviano *Co-President & Principal* Samuels & Associates

A Developer Rooted in Community
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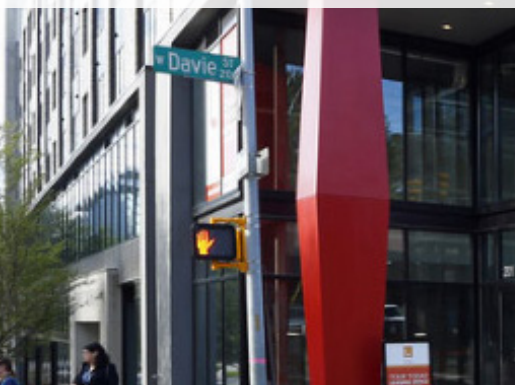
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Transformational Strategist in Real Estate Award 2025

Shelley Balanda — A Quiet Force Reshaping the Future of Real Estate



BOSTON—When Shelley Balanda launched Footprynt in the middle of a global pandemic, she wasn't just starting a business — she was reimagining how strategy gets done in commercial real estate. Today, five years later, her firm is quietly behind some of the most meaningful operational transformations, strategic pivots, and generational transitions in the industry. For this, she has been named the 2025 Transformational Strategist in Real Estate — a recognition of not only her deep expertise, but her unique ability to bring clarity, precision, and results to moments of high complexity. For Balanda, the recognition is not about accolades. It's about impact — and the quiet power of helping companies move forward when the stakes are highest.

Shelley Balanda
Founder and Managing Principal,
Footprynt

A Practice Built for the Inflection Point

Balanda is the Founder and Managing Principal of Footprynt, a boutique strategic execution and outsourced COO practice that helps real estate investment managers and operators navigate change: succession, restructuring, reinvention, and growth. Her model? Simple — and rare. Work with a few clients at a time. Embed deeply. Deliver results.

“Built for the moments when strategy needs structure,” Footprynt offers what few others can: a hands-on, behind-the-scenes partnership

that translates vision into action. Whether it's reengineering operating models, aligning executive teams, or integrating AI into decision-making workflows, Footprynt specializes in bringing order to complexity while preserving each firm's unique DNA. And the results speak for themselves: more than \$50 million in enterprise value unlocked since launch, driven by embedded leadership, strategic execution, and operational redesign.

A Career Forged in Complexity

Balanda's 20-year real estate career is marked by a dynamic blend of institutional rigor and entrepreneurial instinct. Her resume spans \$5 billion in acquisitions, \$1 billion in joint venture equity raised, and enterprise-wide transformations across both founder-led shops and national platforms.

She's worked across asset classes — multifamily, office, retail, mixed-use, and niche — and across the country, from Boston to New York, San Francisco to Los Angeles. But it was her 2014 transition from brokerage and capital markets to operational strategy that became the turning point. "I wanted to get closer to the work — the friction, the urgency, the day-to-day decisions that actually shape a company's future," she says. That grit — and her ability to stay calm amid chaos — was forged much earlier.

Formative Years: Structure in the Midst of Change

Balanda grew up in Western Massachusetts, the daughter of young parents still finding their footing. She moved nearly ten times before graduating high school, learning early how to adapt, observe, and create order in uncertain environments.

"Change wasn't a phase. It was the constant," she recalls. That upbringing taught her not just how to survive change, but how to lead through it — a skill that would later define her professional identity and inspire the "Y" in Footprynt: a symbol of structure, clarity, and intentionality in complex moments.

From Adversity to Entrepreneurship

Balanda's entry into real estate wasn't planned. During her junior year of college, she suddenly lost access to the financial support she was counting on. Determined to continue, she took a full-time job at a Boston real estate investment firm while attending night classes in Rhode Island.

That early role introduced her to the world of real estate — not just the assets, but the ecosystems behind them. "What hooked me wasn't just the buildings. It was the complexity behind them. The intersection of fundamentals and execution. That's where I've stayed ever since." In 2020, after her role was eliminated during the COVID-19 pandemic, Balanda built the first version of Footprynt from scratch — advising small retailers through lease negotiations and strategy. Over time, that mission grew into the platform it is today: a trusted advisor to firms facing critical transformation.

Quiet Influence, Bold Impact

Footprynt isn't about visibility. It's about strategic precision. Projects range from platform restructuring and succession planning to investor readiness and redevelopment strategy. One recent engagement involved a full-scale operating model redesign for a \$3 billion investment firm preparing for generational transition. Another focused on aligning Vail Resorts' redevelopment

strategy with long-term investment objectives.

Now, Balanda is investing in expanding the firm's embedded COO practice, creating frameworks for scalable audits, and building a bench of diverse experts, particularly around AI integration — tools she believes will reshape how real estate firms operate in the future. "Growth for us doesn't just mean scale. It means influence," she says. "Being the quiet force behind platforms that are not just built to perform, but built to last."

Leading Differently

Balanda's leadership philosophy is one of observation, context, and deliberate action — not volume. "You'll be underestimated at times. Let them," she says. "The ones who are really paying attention know the quietest person in the room is usually the one shaping what happens next." Her advice to the next generation? Stay curious. Create structure. And when the path isn't clear — build your own.





Boston Real Estate Times

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Our productions ENGAGE, INSPIRE, and DRIVE REAL RESULTS.

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Projects start at \$1,800 for social and brand/product videos and \$3,500 to \$50,000 for branded news stories and documentaries. Every production is custom-built around your story, your goals, and your audience. Let's make your message unforgettable.



For inquiries and reservations: marketing@MishraGroup.com
or call Upendra Mishra at 617-312-4395.

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