



2021 Year in Review: Davon Peters, M.C. O'Brien, Inc.

December 28, 2021 - Spotlights



Name: Davon Peters

Job Title: Director of Leasing and Sales

Company Name: M.C. O'Brien, Inc.

How has your working environment changed over the last year?

The new environment requires brokers to be more dynamic in their approach to brokerage. As a result, I see brokers deploying a new range of technologies, i.e, CRM, virtual tours, and web-based marketing platforms, to help them with their day-to-day business.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021?

I was able to read more, expanding my commercial real estate acumen. In addition, my SIOR candidacy significantly augmented this growth by having open forum discussions about commercial real estate and its future; SIOR has exposed me to materials and professionals that help me win business.

What was the biggest lesson you learned while working during the pandemic?

I was reminded of how little control we have over the world around us. I focused on what I could control and worked on maintaining relationships with my clients while the pandemic issues slowly resolved.

What are your predictions for your industry in 2022?

Historically, business slows down from November to February of the following year, but I foresee more transitions occurring as more people move back into the workplace.

What is the best advice you received in 2021, and who was it from?

The best advice I have gotten is from my boxing trainer, "no matter what, stay in the fight and treat every round as if it is your first."

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