



## **2021 Year in Review: David Curry, Farrell Fritz, P.C.**

December 28, 2021 - Spotlights



Name: David Curry

Job Title: Partner

Company Name: Farrell Fritz, P.C.

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

Farrell Fritz represented TD Bank in two large financings with Steel Equities. One was a permanent loan on the movie and television production studio in Brooklyn that is fully leased to Netflix. The other was a mortgage loan and line of credit at the large medical building, 2200 Northern Blvd.

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

A colleague and mentor reminded me of a fundamental rule in the legal profession, which rule holds true in all professions: Be responsive. Return calls, return e-mails, and do so promptly. It is OK to say, "I don't know, but I will get back to you." Relationships are gained and lost based on one's ability to follow this essential rule.

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

I learned a greater appreciation for the importance of human interaction. In-person collaboration is so important in this field. Zoom meetings are just not the same. When we were able to return to our offices, I observed an uptick in production and morale.

How has your working environment changed over the last year?

We are still very mindful and empathetic to what our team is dealing with as it relates to getting deals done and their personal lives. We have created a safe and welcoming environment in our offices. The firm has been able to pivot its approach, while maintaining high level relationships with colleagues and clients.

What are your predictions for your industry in 2022?

The future is difficult to predict because of the pandemic, particularly as new variants spread. I believe there is a great deal of pent-up demand in the real estate market which will likely make for a strong 2022, unless COVID rears its ugly head again.