

## 2024 Year in Review: William O'Brien, M.C. O'Brien, Inc.

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William O'Brien President

M.C. O'Brien, Inc.

What noteworthy transactions or deals from this year best exemplified key market trends or shifts?

I would like to say there was an outstanding transaction for me this past year but 2024 was more a culmination of long-term relationships, most of which continued to transact. Deals were smaller in many cases but we saw robust leasing both on the agency side as well as on the tenant side.

What emerging trends will drive investment and development in 2025?

Sales activity has been challenging but the market seems to be stabilizing and I expect banks to open up more financing in 2025, which should spur more sales activity.

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