

April 2025



It's Time to Celebrate - Register Today!

You Are Cordially Invited to Attend the 21st Annual
University of Connecticut



Real Estate Center Awards Banquet

April 17, 2025

5pm: Reception

6pm-8pm: Dinner & Program

Rome Commons Ballroom
626 Gilbert Hill Rd Ext, Storrs, CT



[Click Here to Register](#)

Award Recipients

Alumni of the Year: Anna Paladino | Erik Edeen

Early Career Alumni of the Year: Carla Pino

Industry Partner of the Year: Sentry Commercial

Transformational Impact Award: TA Realty

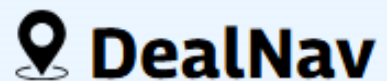
Adjunct Professor of the Year: Rick Roth

Undergraduate Student of the Year: Alexandra Richo | Trevor Mahabir

[Register Online Today!](#)

Embracing Deal Tracking Technology

UConn's Student-Led Real Estate Fund Embraces DealNav Technology for Deal Tracking



Hillside Real Estate Investors (HREI), UConn's student-led real estate investment fund, is providing students with hands-on experience in deal sourcing, analysis, and relationship management. As part of their work, students have been leveraging **DealNav**, a platform developed by UConn Real Estate alum **Patrick Carino**, to help track deals and manage contacts more effectively.

After over a decade in real estate brokerage and acquisitions roles, Carino found himself frustrated by the limitations of traditional Excel tracking and underwhelmed by existing CRM platforms. In early 2024, he decided to build the tool he had always wanted—one that merges deal and contact management with a map-based interface. The result was DealNav: a streamlined, visual, and intuitive platform built specifically for real estate professionals. After developing a tool that better suited his needs, he saw an opportunity to support students in the program by offering them access.

For Hillside analysts, the platform has helped streamline their investment process. "DealNav has been the most effective system we've used for managing our pipeline," says **Conor Ortega**, an analyst in the fund. "We have almost 30 analysts out in the market at the same time and it's made tracking deals and managing relationships a lot more efficient - we have over 200 records on the platform in just our first semester". Others echo similar feedback. **Erik Wojenski** highlights the platform's user-friendly data import/export functions and noted that the DealNav team has gone out of their way to help Hillside get trained and up to speed. **Joe McElwee** notes how DealNav simplifies deal tracking during board meetings by keeping all relevant data in one place so analysts can access it while **Trevor Mahabir**, another student analyst, adds that the platform's contact-to-property linking and prioritization features make it easier to stay focused and intentional about follow-ups.

HREI was launched in September of 2024 and in their inaugural year, students have made 200+ connections, evaluated 36 opportunities and made 3 investments. Visit [Hillside Real Estate Investors](#) for more information and to learn how you can get involved. Success wouldn't be possible without the support of alumni like Carino. Visit [Deal-Nav](#) for more information. By incorporating modern technology into their workflow, Hillside Real Estate Investors continues to provide students with valuable exposure to real-world deal management, reinforcing UConn's commitment to experiential learning in the real estate industry.

Huskies Win 12th National Championship



CONGRATULATIONS LADIES!

UConn Women's Basketball VICTORY PARADE & RALLY



SATURDAY, APRIL 12, 2025
DOWNTOWN HARTFORD
11AM



A message from the Office of Governor Ned Lamont:

It's time to give the best basketball team in the nation the celebration they deserve. Join us on Saturday for a victory parade honoring **UConn Women's Basketball** on their national championship!

Similar to previous victory celebrations, this event is being funded by private donations through sponsorship opportunities. No state or city funding is being used. Those interested in being sponsors should contact the Hartford Business Improvement District as soon as possible.

[Click Here for Details](#)

Hillside Real Estate Investors Recap



Last week, Hillside Real Estate Investors (HREI) had the incredible opportunity to spend the day at **TA Realty** in Boston!

Students started the day with an informative firm overview led by **Christine Elmore**, **Mike Haggerty**, and **Tyler Cormier**, followed by a Q&A where they had the chance to learn more about their roles and career paths in the industry.

Next, students presented their case studies, originally provided by TA, with **EMack Bentley** and **David Dignan** sitting in to offer feedback and share how they've approached similar situations in their work.

Afterward, students enjoyed a lunch and learn with **Shelly Gouin** and **Catarina Dumancas**, where they had the chance to connect more informally and ask questions about their roles, career journeys, and experiences at TA Realty.

To wrap up the day, students presented an investment memo and one-pager on current live deals, accompanied by **Christine Elmore**, **Gavin Cunningham** and **Vince Thomas**, who provided constructive feedback and shared valuable insights on their underwriting and presentation approach.

Special thanks to Christine Elmore, Tyler Cormier, Michael Haggerty, Shelly Gouin, E Mack Bentley, David Dignan, Gavin Cunningham, Catarina Dumancas and Vince Thomas for taking time out of your day to meet with our group.

Incentives for mixed-use redevelopment

East Hartford lining up hefty incentives for mixed-use redevelopment of Silver Lane Plaza

Article from: Hartford Business Journal | Article date: 04/07/25

Article written by: [Michael Puffer](#)



East Hartford officials have tentatively agreed to help secure a \$10 million state

East Hartford claimed the 22-acre Silver Lane Plaza site via eminent domain on

grant to incentivize a large-scale, mixed-use redevelopment of the former Silver Lane Plaza.

Mayor Connor Martin, on March 20, signed a nonbinding letter of intent with a development group interested in the 22-acre site, which, until recent demolition by the town, hosted a deteriorating, three-building, 156,790-square-foot complex.

The current vision for the redeveloped property is mixed-use: 114 housing units split between single-family and townhouses, along with about 52,000 square feet of office, retail and restaurant space in five buildings.

The \$10 million grant — which still needs state Bond Commission approval, and would be funneled through the Capital Region Development Authority — would fund sidewalks, drainage and other infrastructure associated with the development.

“What I find most exciting about the letter of intent is it shows a vested interest in this site after it has sat dilapidated for more than 20 years,” Martin said during a recent interview. “That’s what the letter of intent means to me, more than anything. Besides the terms and conditions, it’s a commitment they are making in East Hartford.”

The letter of intent was signed by Jeremy Grossman, president of Massachusetts-based Grossman Development Group. His firm — along with partners Charter Realty Principal Daniel M. Zelson and veteran real estate attorney Jason C. Hess — submitted the only response to East Hartford’s 2023 RFP, which sought out a developer for the Silver Lane site.

The letter outlines general terms that will form the basis for negotiating a binding development agreement. That final agreement will require ratification from East Hartford’s Town Council.

“It’s a handshake agreement between the

March 1, 2023. The town, using that initial state funding, paid \$4.6 million to the property’s former owner, East Hartford Venture LLC.

Town officials used eminent domain, claiming the past owner had rebuffed repeated revitalization overtures for the blighted site. However, East Hartford Venture is pressing a court challenge seeking a higher level of compensation than what was offered by the town.

Regardless, East Hartford has pushed forward with demolition of the buildings, signage and other debris on-site, work that is expected to wrap this month.

Existing grant funding will also be used to clean up pollution from a dry cleaner that used to operate in the plaza.

Any leftover funds will be used to further defray development costs. The town also agreed to arrange a tax abatement.

Under the letter of intent, the developers would pay \$400,000 for the site.

The scope of the final development has not been finalized.

According to the letter of intent, there would be no more than four single-story commercial buildings along Silver Lane, with drive-through lanes for at least two. There would also be a retail building, along Applegate Lane, of at least 10,000 square feet, with a drive-through for one endcap.

The residential portion would contain studio and one-, two- and three-bedroom houses and/or townhouses. The number of units would be adjusted by the developer based on market demand.

The most recent design proposal shared with town officials includes 42 single-family houses and 72 additional units divided among 16 townhouse-style buildings.

administration, the mayor, me and the developer to agree to work together, and they are very general terms,” said Eileen Buckheit, East Hartford’s director of development. “It is easy to agree to things in concept. Where the rubber meets the road is the development agreement itself.”

Buckheit said negotiations have gone smoothly as the prospective developers work to mesh town priorities with market realities.

Grossman declined to comment for this story, saying it would be premature to discuss plans before they are submitted to land-use boards.

Deep investment

East Hartford has already invested heavily in the redevelopment of what had been a run-down and underused retail plaza occupying a large site along a busy commercial artery.

CONTRIBUTED RENDERING

A rendering of the mixed-use housing redevelopment planned for the Silver Lane Plaza shows 42 single-family houses and 72 additional units divided among 16 townhouse-style buildings.

Town officials are not yet certain if the housing would be offered for rent or sale. Martin said the town would prefer owner-occupied housing.

Buckheit said she hopes to present a finalized development agreement to the Town Council this spring, with the aim of having construction begin next year.

East Hartford has repeatedly used tax breaks and state grant dollars to incentivize development, which has helped secure several large-scale projects, including an effort to redevelop the Founders Plaza office park into a mixed-use area with roughly 1,000 apartment units and commercial and entertainment space.

The town has also used incentives to spur a planned, roughly 400-unit multifamily redevelopment of the former Showcase Cinemas site, off Silver Lane.

Stay Connected with the Center!

Join Our Group On LinkedIn



Build Business
Relations, Industry
Information, Promote
News & Opportunities,
and More!



860.486.3227



recenter.business@uconn.edu

The goal of this group is to offer a platform for UConn students and alumni across all geographies and disciplines of the real estate community to connect with one another. If you are a current UConn student or Alumni and would like to be added to the group, please [click here!](#)

Faking the deed...

How land scams are becoming the real estate industry's new plague

In a world increasingly fraught with scams, few industries are as vulnerable as real estate. Fraudulent land transactions have become a growing menace, with scammers using sophisticated tactics to exploit unsuspecting buyers and sellers. The New Hampshire Association of REALTORS (NHAR) has reported a rise in scams where fraudsters

impersonate property owners to sell vacant land, posing serious risk not just to buyer, but to real estate professionals as well, who could be held liable for promoting fraudulent listings. In



2022 alone, real estate fraud accounted for over \$396 million in losses, with vacant land often serving as prime bait for fraudsters.

Fortunately, there are local heroes stepping up to protect property owners and their rights. Sarah Lang, associate broker at Job Home is one such guardian. With her sharp eye for red flags and unwavering commitment to her clients, Lang has made it her mission to shield landowners from scams.

The Case of the Vanishing Owner

Recently, Lang encountered a suspicious situation that showcased the importance of vigilance. A man claiming to own land in New Hampshire contacted her, insisting on a quick sale. He claimed he was undergoing medical treatment, didn't care about the sale price, and needed the deal finalized immediately. There was a lingering doubt about the seller's urgency that didn't sit well.

Rather than rushing into the transaction, Lang leaned on the extensive training she had gathered from associations like the Greater Manchester/Nashua Board of REALTORS, her brokerage fraud/scam training and her partnership with Cohen Closing & Title to verify the seller's identity. Using CertifID, a powerful tool exclusive to real estate agents and their clients, Lang initiated a verification process.

The results were telling. The email sent to confirm the deed's ownership went unopened, and follow-up communications were ignored. Recognizing the telltale signs of a scam, she acted swiftly, refusing to move forward and effectively stopping the fraudster in their tracks, ultimately saving this unsuspecting landowner from being a victim of fraud.

"Scammers prey on desperation and convenience," Lang said. "It's easy to get caught up in their stories, but due diligence is non-negotiable. Agents aren't just here to help you buy or sell property; we're the guardians of your property and rights."

Protecting Landowners with Knowledge and Tools....

[Read the Full Article](#)

Article from: New England Real Estate Journal | Article date: 04/04/25

Student Placement - 2024-25

Has your firm recently hired a UConn Real Estate Center Intern or graduating Senior? We want to know about it!

Don't forget - the Center continues to offer Resume Books of students looking for internships and fulltime placement in the real estate industry.

To share your recent hire or for more information and to receive a copy of our student resume book, please send an email to: kathryn.oleary@uconn.edu or call 860-486-3227.



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