

Connect CRE Annual Next Generation Award

Connect CRE selects Michael Fallon as 2022 Next Generation Award honoree

When [Connect Commercial Real Estate](#) (Connect CRE) selected the 2022 honorees for its sixth annual Next Generation Awards, it did so with an eye focused firmly on the future, aiming to “recognize young leaders in the commercial real estate industry who are likely to be influential for years to come.”

It came as no surprise that Connect CRE, which is one of the industry’s most trusted sources for commercial real estate news and trends, chose to honor The Fallon Company’s Michael Fallon. TFC’s CEO may be a fourth-generation real estate professional but it’s his visionary, next-generation approach to leadership and ideas that has helped make The Fallon Company one of the nation’s most significant and consequential real estate firms.

[Connect CRE cited](#) three of Michael’s major accomplishments as the basis for choosing him for the honor:

- His long-term strategy, which significantly expanded TFC’s real estate portfolio, including the expansion of operations in Raleigh, Charlotte and Nashville, as well as acquisition of several large-scale projects in key STEM-based markets.
- His approach to creating workplaces and neighborhoods of the future, which has positioned TFC to build a current project pipeline of \$3 billion, representing more than 2.5 million square feet of real estate.
- His efforts to make a difference in the CRE industry and in the markets that TFC serves, including a collaboration with Street2Ivy to create a Real Estate Youth Entrepreneurship Program, which equips young people with the skills, knowledge and mentors to participate in real estate investing, thus helping to support a more diverse talent pipeline for the industry. Connect CRE lauded Michael as a “champion of diversity, equity and inclusion efforts in real estate.”

Under Michael’s leadership, TFC’s projects never slowed during the COVID-19 pandemic, despite the era’s fraught economic times and supply pipeline challenges. This included the delivery of two major commercial developments on time and on budget: [301 Hillsborough at Raleigh Crossing](#) and [10 Fan Pier Boulevard](#) in Boston.

[Click here](#) to read more on the Connect CRE Next Generation Award winners from Boston and New England.

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