

Alumni Highlight: Rob Dunn



Rob is a Graduate of the Baker Program in Real Estate, Class of 2010.

After graduating from the Baker Program, Rob took on a role at Long Wharf Capital, a Boston-based private equity real estate manager focused exclusively on value-added investments in the U.S.

Currently, Rob is a Director at Hubb NYC Properties.



1. WHAT IS HUBB NYC?

HUBB NYC is a real estate operating company that owns and manages multifamily and retail assets in New York City. Since our inception seven years ago, we have purchased 40 investments. Our portfolio comprises approximately \$800 million in gross asset value which includes approximately 450 rental apartments and 80 retail tenants, all in Manhattan.

2. HOW DID YOUR BAKER PROGRAM EDUCATION HELP YOU BE SUCCESSFUL IN YOUR CAREER?

My Baker Program education set me up for my current career path. Real estate finance has been an important aspect of my entire career. Before the Baker Program, that skill set was non-existent. I never would have gotten the opportunity to work in Fidelity's private real estate group without this program.

3. HOW HAS THE CORNELL NETWORK BENEFITTED YOU OVER THE YEARS?

The Cornell network opens doors when you want or need them to be opened. The amount of successful alumni, particularly in real estate, provides a competitive advantage when networking throughout the real estate community. Cornellians want to help Cornellians. You just need to ask. I never obtained a job through my Cornell network, but I certainly have met a lot of good people.

4. WHAT REAL ESTATE TRENDS DO YOU EXPECT TO SEE IN THE NEXT 5-10 YEARS?

I believe that real estate will continue to follow the social trends that are already underway. These trends continue to become more influential when thinking about the use of real estate. E-commerce, WeWork, co-living/micro-living are all examples of these concepts. The need for square footage is shrinking from a traditional viewpoint. That concept can be applied through many asset classes such as retail, office, and multifamily. We will always need brick and mortar locations, but less of it.