



The Equity Company, Inc.

Real estate development and consulting



W. KEITH MUNSELL

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Areas Of Expertise

- * Development Financing
- * Affordable Housing
- * Real Estate Sales
- * Project Management
- * Property Management
- * Construction Management

Keith Munsell combines many years of real estate experience as both a practitioner and a teacher. Keith joined The Equity Company in 2005. He is the Project Manager for the conversion of an historic school in Medford into 20 high end condominiums - The Residences at Franklin School. In addition, Keith leads Equity's new project development efforts.

Keith is the former Chief Operating Officer of SRGC, the developer of a \$100 million residential golf community in Worcester County, MA. When completed, the property will have 310 single family homes and townhouse condominiums including affordable residences.

Prior to SRGC, Mr. Munsell was the Exec. Vice President of The McNeil Group in Nedham, MA, where he was responsible for 3000 market rate and affordable housing units. He orchestrated the divestiture of most of the portfolio through a \$150 million tax deferred exchange among the 300 partners. While at McNeil, Keith was responsible for developing and rehabing hundreds of residential units worth tens of millions of dollars.

During the 1980's, Keith was Director of the Housing Management Division at the Massachusetts Housing Finance Agency. Under his leadership, the Division was consolidated and the policies and procedures were streamlined and updated. More than 50,000 housing units in Massachusetts were covered by the Divisions programs.

Keith is also a faculty member of Boston University's School of Management where he teaches real estate courses at both the graduate and undergraduate level. He holds a CPM, a Construction Supervisor License and a Broker's License. Keith has co-authored two books on construction management and sits on various community boards.

Mr. Munsell holds a BS in Civil Engineering from Rutgers College of Engineering and an MBA from Boston University's School of Management.