

THE MARKET MAKERS



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Q. What do you believe to be your (or your organization's) biggest contribution/accolade as it relates to the South Florida real estate industry or physical landscape?

A. I am proud of the diversity of our impact. Macken Companies and its affiliates, Macken Realty and VCM Builders, have played an integral role in a number of communities and projects throughout our state. Our brokerage firm, Macken Realty, is now entering its 30th year in business and continues to build upon its long-standing tradition from which it began. VCM Builders and its affiliated entities have constructed projects both on our behalf and for a variety of South Florida's leading developers.

Our developments vary in style and substance, but have have seamlessly become a part of each community in which they reside. I am particularly proud of each project, and they have ranged from exceptional residences, single-family communities, townhomes, mid-rise loft projects, downtown high rise condominiums and commercial shopping centers. I remain particularly proud of those projects that have served to act as a catalyst for future development and increased lifestyle opportunities for the residents both in and surrounding our projects. We remain committed

to developing in CRA designated areas and are excited by the prospects that are ahead of us.

Finally, our accolades should not be measured by recognition nor rewards; Rather they are realized by those who raised families in our homes, friendships with their neighbors, and businesses that have grown in the commercial projects we have developed. In the end, the best reward is to call those people our friends and for them to return that favor.

Q. Who has had the most profound impact on you, personally and professionally?

A. I have benefited from the generosity of my mentors and family. I have been blessed to have grown up in South Florida and to have been able to benefit from the diversity of those who enrich our hometown. Rather than to select one, I would prefer to believe that they know who they are and hope that I thanked each and every one of them along the way.

Q. What is your single most important professional guiding principle?

A. Do your best and then give it just a bit more... and a little bit more if it needs it.

Q. What does South Florida do best as a real estate market?

A. South Florida provides an opportunity for unparalleled growth and is a recognized multi-cultural gateway for residents, business owners and investors from all over the world.

Q. Where do you believe South Florida exists in its evolution as a leading market for either residential or commercial investment? What's the next step?

A. Markets are cyclical in nature, but our market is still young with a very bright future ahead of it.

Q. Which Dade or Broward sub-market is most undervalued?

A. I believe that both North Miami Beach and the areas surrounding Downtown Fort Lauderdale are both undervalued and ripe for redevelopment.

Q. What is the biggest opportunity for general economic growth in South Florida?

A. South Florida continues to attract a variety of multi-national and U.S. investors. That group will continue to fund the higher-end and commercial investments in our marketplace. At the same time, wages remain depressed and lenders are hampered

by over-regulation. I remain optimistic that the international markets will continue to seek South Florida investments and lending restrictions will ease thereby opening opportunities to first time buyers and millennials.

Q. How do you believe the Brightline will impact the residential and commercial markets?

A. The greater the connectivity, the better the opportunities for every stop along that route. How has connectivity worked for Hoboken, Long Island, Westchester and throughout Connecticut? Pretty well, I think.

Q. Which are you more personally more passionate about, technological advancement or the arts as it relates to South Florida's growth?

A. While recognizing the benefits of both, technological advancement typically increases connectivity and that provides for an array of business and lifestyle opportunities. The arts enhance the aesthetics, and create diversity and richness.

Q. What would be your best advice for those beginning their real estate careers in South Florida?

A. Realize that anything is possible, establish your goals, determine your targets, and never give up.