

IN MY OPINION

Industry veterans talk about
what they do and why they do it ...



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photo NANCY PIERCE

Industrial Market Perspective

In the next 12 months, I expect the industrial market to: hold steady with modest absorption, flat rental rates and a relatively small amount of new product coming on line. The Charlotte industrial market maintains good fundamentals and will continue to attract investment.

Worst-case scenario: The continued uncertainty regarding the national and global financial markets, zero available credit and negative job growth result in significant negative absorption.

Best-case scenario: A strengthening economy leading to positive demand and absorption facilitating new deliveries.

Big Picture

Biggest deal: All deals are big regardless of size. The largest was a 1.25 million-square-foot build-to-suit project.

Biggest risk: Working as a commission salesperson my entire life, I learned to avoid risk.

Biggest mistake: Being too conservative.

Daily routine

How you get organized: Review and prioritize action items that need to be accomplished utilizing Outlook and ACT.

Key personal technological tools:

DETAILS, DETAILS

Age: 47

Native: East Lansing, Mich.

Education: Northern Michigan University, bachelor's in finance and real estate, 1984

Family: Wife, Laura; son, Owen, 9; daughter, Kiley, 6

Career history: First job out of college was at Kent Properties in Colorado Springs, Colo.; moved to Charlotte and worked with Carter and Associates, 1990-99; Colliers Pinkard, 1999-2005; formed Clarus Properties Inc. with Lawrence Shaw and Kirsten Patterson in 2005.

Smart phone, Internet, Outlook and ACT.

Favorite part of the job: Finding solutions to a seemingly unworkable transaction.

Sources of support: My family and the relationships I have established with my long-standing clients and the Clarus team.

Personal

What motivates you: Serving the best interest of my clients and having the satisfaction in knowing they appreciate the results.

Hobbies: Skiing, volleyball, golf, spending time with my family.
