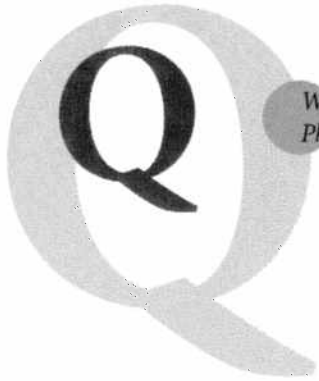


IN THEIR OWN WORDS



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Written by Jonathan Nelson
Photo by Zachary Kaufman



Kevin Putney

COMMERCIAL REAL ESTATE BROKER WITH
NAI NORRIS BEGGS & SIMPSON IN VANCOUVER

Q. YOU SPEND YOUR DAYS IN THE WORLD OF COMMERCIAL REAL ESTATE. HOW WAS IT THAT YOU ENDED UP IN THIS FIELD?

A. "I always thought I'd be in real estate. Growing up, my mom sold residential real estate in Yakima. I knew I'd end up with a business degree and toward the end (of college) I decided real estate was the way to go."

Q. WAS THERE ONE THING OR SOMETHING IN PARTICULAR THAT PUSHED YOU IN THE REAL ESTATE DIRECTION?

A. "When I found out that WSU had the real estate program, that helped. I went toward commercial versus residential. I like the product better and dealing with investors. It's a lot of fun and challenging."

Q. WHAT'S YOUR VIEW OF THE ECONOMY AND MARKETS IN THE NORTHWEST?

A. "I'm a little concerned about the market. The nice thing about the Northwest is there isn't a lot of (commercial) inventory. There hasn't been a lot of good, clean retail sales, which is what I focus on. It's positive, but going to be (a rough) ride this year."

Q. WHAT DOES GOOD, CLEAN RETAIL MEAN?

A. "New construction, 100 percent leased centers."

Q. WHAT'S THE DAILY PART OF YOUR JOB LIKE?

A. "Calling owners, trying to meet with them, researching properties and finding owners."

Q. WHAT KIND OF INVESTORS DO YOU TYPICALLY DEAL WITH?

A. "People who sold property recently and are looking to re-invest into new property and developers."

Q. WHAT IS THE MOST CHALLENGING ASPECT OF YOUR JOB?

A. "Staying focused and calling on a daily basis potential clients, and staying on top of the market and the changes that are going on."

Q. WHAT WAS YOUR BIGGEST CAREER BREAK?

A. "Getting my first job right out of college in Portland and working under an experienced broker who really taught me most everything I know."

Q. WHAT KINDS OF THINGS DID HE TEACH YOU?

A. "He started with basics – how to research property owners, maintain a database, the process of calling people, the questions to ask. Evaluating property was a big one and the last thing was managing escrows and managing the difficulties."

Q. WHAT WAS YOUR FIRST JOB?

A. "Working at the Yakima Country Club, picking up golf balls and washing golf clubs."

Q. WHAT DID YOU LEARN FROM IT?

A. "Washing the clubs, you're interacting with the members and learning how to interact with the different personalities."

Q. AS A KID, WHAT DID YOU DREAM ABOUT DOING WHEN YOU GREW UP?

A. "That changed quite a bit. The biggest one I remember was an underwater welder. It made the most money (according to a survey), so that's what I wanted to be."

Q. WHAT'S THE BEST BUSINESS ADVICE YOU'VE EVER RECEIVED?

A. "One of the first things I learned during an internship is you'll never learn everything in this business, so you need to keep learning and adapting."

Q. WHAT KIND OF BUSINESS ADVICE WOULD YOU GIVE SOMEONE CONSIDERING A CAREER IN COMMERCIAL REAL ESTATE?

A. "The best way to do it is to mentor under an experienced agent that's willing to put in the time to teach you the business from the ground up."