

MaineJobs SPOTLIGHT:

Commercial Broker

Matthew Cardente, Cardente Real Estate



Listening to clients' needs is essential for Matthew Cardente of Cardente Real Estate, now in new offices on Fore Street in the Old Port. (Merry Farnum photo)

and financing. Other skills include negotiation strategies, understanding real estate documentation, and being able to cold call. However, if you are not a people person and are unwilling to listen, you won't make it. You must always put your client first.

What is a typical day on the job like?

Every day is different, especially in Maine. Some New York City brokers may represent office space in a several-block radius. In Maine, we have the

opportunity to work on all types of properties (retail, office, investment, land, industrial, and multi-units). A typical day includes property showings, competing for listings, and hopefully, preparing, reviewing, and presenting offers to lease and purchase.

What training did you have?

I graduated from Sarah Lawrence College in 2001, but my commercial real estate education really came from "hands-on" training and courses through CCIM

(Certified Commercial Investment Member).

What's your favorite part of the job?

Working with and meeting new people. I also enjoy problem-solving. There is nothing more satisfying than putting together the last piece of the puzzle. Also the other brokers in my office are some of the best in Maine and I get to work with and learn from them on a daily basis. Without them, there would be no Cardente Real Estate..

What's the greatest challenge?

There are many, including managing clients' expectations upfront (especially in this economy); finding specialized product in limited markets, and keeping in tune with market conditions. It's never easy to lose a deal when you have put much work into a project.

Who succeeds in the job?

A people person, willing to network. As in the restaurant business, one unsatisfied client will tell 10 friends. You must hold yourself to the highest ethical standards, and listen to the needs of your clients.

What advice would you offer someone interested in a job in this field?

Get your sales agent license and take a course called CCIM 101. Shadow a commercial broker or work as a broker's assistant for one or two years. Even if you secure a transaction on day one, it may be months before the deal is completed and you get paid. A new broker needs reserves or other income.

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How did you get started?

As an intern for The Boulos Company, in 2000. My father and grandfather have been developers in Maine for more than 50 years and were my mentors when I started. In 2005, I founded Cardente Real Estate. We now have six commercial brokers and represent all aspects of the sale and leasing of commercial real estate in Maine. Last year my brother Michael and I started Cardente Property Management, and now manage almost 250,000 square feet. Michael was also with me from the beginning of CRE.

What skills are essential to your job?

You must know your market and understand your clientele's needs, especially in this soft economy. Investment transactions require specialized skills in mathematics