

Growing-up in San Jose CA, my mother, father, and older sister were all real estate brokers, so I had plenty of support and encouragement to become a realtor. Sitting around the dinner table, the discussion was always about depreciation rates and escrow forms rather than baseball games and soap operas. As it happened, the real estate market in Silicon-Valley turned out to be a great proving ground to polish my skills.

Having a more physical and hands-on approach to life, I started house flipping at the age of eighteen. Purchasing fixer-upper homes and personally remodeling them gave me the instant gratification that I sought, as well as a good income. My knowledge of, and the ability to repair the inner workings of a building's components have significantly increased the value of my investments over the years.

With thirty-eight years of buying, flipping and re-investing, I have become more involved in commercial real estate rather than residential. As an investor, I find that commercial tenants tend to stay longer, and need less attention than residential tenants. Most businesses don't want to move unless it's a necessity. Commercial transactions are mostly facts and numbers driven as opposed to residential purchases being based on school districts and carpet colors. As an active investor, my up-front costs, monthly maintenance, and potential profits are much easier to forecast with commercial investments since all decisions are simply analytical, not personal.

For all of my clients, whether they are active or passive investors, I always recommend to own their home, but to invest in commercial real estate. Using specific formulas such as Return on Income, Gross Rent Multiplier, and Cap Rate, we can easily compare several different opportunities to ferret out the best investment possible. I am happy to share all of this hard-earned knowledge in advising and guiding my client's with their portfolio management.

Thank you for the opportunity to earn your trust and loyalty,

Michael Hawkes

Property Management
Active Investor
Passive Investor