



2020 Ones to Watch: Jacob Lewis, Skyline Properties

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Name: Jacob Lewis

Title: Investment Sales Professional

Company Name: Skyline Properties

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

This past year, we were dealing with a multi-generational family trust who had substantial tax implications if they were to outright fee simple sale so we structured a ground lease, which still represents a great solution for owners who have protected a long-term cash flow stream and also provides the most efficient tax structure. Though not easy, perseverance and hard work drove me to getting this done and made both parties satisfied.

What do you like most about your job?

In an industry set with many standards, I have been able to find new ways to make deals happen and solve the many problems that arise. Many people will follow a simple path, but every seller and buyer have their own unique interests which must be settled to come to a mutual agreement between the parties. Once you figure that out, the job becomes much easier.

Who or what inspires you?

One word. Sports. Sports were my life and they still are although somewhat less now. What I gained from playing so many sports was something that took me a long time to realize. It gave me the ability to be able to learn from others, read peoples emotions, resiliency, and many more life lessons that I still take with me everywhere I go. Sports are a relief from normal life. They gave me a place to always have fun, no matter what was going on around me.

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