



2020 Ones to Watch: Michael Cardillo, Compass Commercial Real Estate

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Name: Michael Cardillo

Company: Compass Commercial Real Estate

Title: Director

Education: B.A Queens College, City University of New York

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

The East New York portfolio. This portfolio consisted of 13 non-contiguous development sites and was marketed during the middle of the first of the Mandatory Inclusionary Housing (MIH) rezoning in the city. Because the plan hadn’t been officially approved, we couldn’t sell the sites with the new zoning. But we were able to sell the sites at record pricing due to the potential that the sites would eventually be rezoned. The transaction forced me to learn the inner workings of underwriting development deals, different types of zoning and the new MIH requirements.

What led you to your current profession?

I had met with a few investors about purchasing a multifamily property in Washington Heights. The deal never went through, but I figured with my personality and ability to process data it could be something I’d be good at.

How do you contribute to your community or your profession?

I coach a lot of youth basketball. This summer a buddy and I ran free clinics in a neighborhood park for local kids to come and play. I played in college and I know them game well enough to teach the fundamentals, which have become a lost art in today’s game.

What do you like most about your job?

I like when my clients are happy. Most brokers know that’s not always the case. Yesterday I had a client tell a buyer that he trusts me implicitly. It’s nice to hear and lets me know that I am trying to represent him in the best manner possible.

What can our political leaders do to increase equality in the workplace?

Real estate is a great industry—if you can work hard and produce, you have the ability to succeed. New York City is the most diverse city in the world and its brokers should reflect that diversity.

Who or what inspires you?

My family. They help me get through the tough times and enjoy the good times.

If your life were made into a movie, what actor would you want to portray you?

My life could actually be made into a movie. I'd like to say Brad Pitt but realistically Mark Ruffalo. And even more realistically Jonah Hill.

What social media platform do you use the most professionally?

The telephone.

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