



2021 Ones to Watch: Brad Domenico, Progress Capital

April 20, 2021 - Spotlights

Name: Brad Domenico

Title: Partner

Company Name: Progress Capital

Real estate associations or organizations that you are currently a member of: New Jersey Real Estate Commission, sponsors Monmouth University Kislak Real Estate Institute, The Appraisal Institute Education & Relief Foundation

What recent project, transaction or accomplishment are you most proud of?

I've been fortunate to have many, but the accomplishment that comes to mind is closing over \$1 billion in transactions over a 12-month period.

Who was/is your mentor and how did s/he influence/help you in your career?

I have to say my mother, because growing up I've witnessed her extraordinary determination to succeed in commercial real estate, a 'male-dominated' industry. As the founder of Progress Capital, I find her to be a great role model.

How do you contribute to your community or your profession?

I feel accomplished every time I see a building going up that I financed in areas in need of redevelopment. I may not be hammering the nails, but the funds I arrange helped make it possible.

What did you want to be when you grew up?

I always thought I would be a professional golfer. I still love playing golf, but closing loans and advising my clients is what drives me.

Favorite quote:

"Confidence comes from keeping the promises you made to yourself."

What led you to your current profession?

After graduating, I went to work on Wall St. shortly before the financial crisis and was fortunate enough to build a lot of very broad relationships. Real estate has always been interesting to me because no one deal or building is ever the same and chasing a deal is extremely competitive which, as a former Division 1 athlete, I'm used to. It allows me to flex the hardworking,

athlete-minded muscle that is an integral part of me.

Top three things on your bucket list:

Haven't quite figured out my bucket list yet. Maybe someday.

How do you keep your team motivated despite conflicts and obstacles?

My team is tight and we all look out for each other. They are all self-motivated toward success so my job is to keep the energy high.

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