



2021 Year in Review: Richard Maltz, Maltz Auctions

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Name: Richard Maltz

Job Title: CEO

Company Name: Maltz Auctions

What was the biggest lesson you learned while working during the pandemic?

Just pivot. Two small words can make a massive difference in the trajectory of a business. Prior to COVID, we engaged a company to build Maltz Auctions its own proprietary bidding platform with functionality to bid by computer or mobile app. Once COVID hit, the online platform that was originally intended as a secondary means of auction participation became the primary. This transition allowed us to seamlessly and effectively service our clients. We would not have had as successful a year as we've had if we hadn't. This included two auctions the first week we went into lockdown back in March of 2020.

How has your working environment changed over the last year?

I felt a need to be in my office every day during the first six months of COVID. I eventually came to the realization that remote work can integrate seamlessly, and I've been working remotely 2+ days a week since. As someone that felt a need to always be in the office, this was a huge revelation.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021?

We began offering a streamlined process to help the public administrator effectively and efficiently sell homes online.

What are your predictions for your industry in 2022?

Although I predict the housing market will remain strong, we will have our share of foreclosures that were put off due to COVID regulations. Foreclosures often drive bankruptcies, which is where we foresee a tremendous uptick in business.

What is the best advice you received in 2021, and who was it from?

The pandemic has been a time of such uncertainty for so many. I remember my wife saying, "So, now what are you going to do?" It's a great reminder that you need to move forward, to make a plan, and not just be a victim of circumstance. Too many incredible people rely on our family business to not just keep evolving.

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