



**2023 Ones to Watch Industry Leaders: Matt Bordwin,
Keen-Summit Capital Partners, LLC**

June 27, 2023 - Spotlights



Matt Bordwin
Principal and Co-President

Keen-Summit Capital Partners, LLC

Number of years in CURRENT position: 9

Best book, podcast, or app for aspiring leaders: "Don't Be A Stranger" by Lawrence Perkins.

Best advice for new leaders in 10 words or less: Build a strong network: Networking is crucial in the real estate industry.

3 skills that you use every day in your position: Communications and interpersonal skills: You need to be able to effectively communicate complex real estate concepts to clients and stakeholders, and strong interpersonal skills help to build relationships with team members, negotiating and counterparts. Leadership and team management: Because I am responsible for business development and execution, I want to inspire and guide the team to ensure success. Market knowledge: Given the current and ever-changing industry landscape, it's critical to stay updates with latest trends, regulations and market dynamics to provide valuable insights and make informed decisions for clients.

What recent project, transaction or accomplishment are you most proud of? We successfully sold thirteen office/flex buildings and one retail center in Austin's booming market, despite challenging economic conditions including a slowdown in housing and office markets. Keen-Summit's marketing strategies attracted over 260 potential buyers and resulted in eight qualified bids, exceeding the anticipated sale value by 36%. This remarkable outcome highlighted our team's expertise and ability to adapt to changing market conditions, demonstrating our capacity to succeed. The WC Braker Portfolio transaction is a testament to our achievements.

What was one of your biggest challenges as a leader and how did you overcome it? One of the biggest challenges was the early part of COVID when our team had to work from home. The closing of the world in mid-March instantaneously became one of our busiest work times in our 41-year history. Managing the team, new employees and a massive amount of work was a massive challenge.

What makes this nominee an Industry Leader?

"Matt is a leader in his area because of his extensive experience, in-depth expertise in real estate advising and transactions, specialization in strategic planning, workouts, and restructurings, and his ability to provide exceptional results for clients. His leadership, knowledge, and track record make him stand out in the real estate industry." - Harold Bordwin, Principal and Co-President at Keen-Summit Partners LLC.

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