



## **2023 Commercial Real Estate Visionaries: Harold Bordwin of Keen-Summit Capital Partners, LLC**

November 14, 2023 - Spotlights



Harold Bordwin  
Principal and Co-President

Although it sounds like the punch line to a joke, in 2023, Harold Bordwin masterfully closed the sale of 3,450 acres in the Mojave Desert. This sale resolved a decades-long litigation. Through meticulous mediation and negotiation skills, he navigated disputes amongst, on the sell-side, two litigating parties and a receiver, and between them, on the one hand, and a buyer, on the other hand. Among the challenges that he helped resolve was the refusal of title companies to insure title. His visionary approach to guiding factions through a complex and contentious situation, and dogged persistence to keep the deal alive notwithstanding innumerable hurdles, stands as a testament to his leadership and resilience.

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

Since being engaged by a receiver in 2019 to sell a portfolio of mining claims in the Mojave Desert, covering 3,450 acres, I am very proud of having shepherded this sale to a recent closing. In the 4 ½ year sales process, I had to mediate never-ending disputes and negotiate settlements amongst the sell-side parties, two litigants and a receiver, as well as between them and the buyer. My client, a receiver, signed an APA with a buyer in June 2021 (subject to due diligence). What was supposed to be a six-month due diligence process became a 2+ year due diligence process, throughout which crises continued to arise and threaten to kill the deal. I was integral to keeping the deal together when the principals were throwing up their hands.

Who inspires you most? What qualities do they possess that inspire you most?

Moe Bordwin, my father, founded Keen in 1982. He mentored me in real estate and his passion for people and problem-solving inspires me.