



## **2024 Ones to Watch - Innovators in CRE: Richard Maltz, Maltz Auctions**

November 26, 2024 - Spotlights



Richard Maltz  
Chief Executive Officer

## Maltz Auctions

For the past twelve years, Richard Maltz has led a team of seventeen dedicated professionals, most of whom have been with Maltz Auctions for well over twenty years. His primary responsibilities include strengthening client relationships, strategic planning, fostering an inclusive and motivated work environment, and steering the company towards continuous growth during uncertain times.

Maltz's focus is also on leveraging emerging technologies and sustainable practices to keep Maltz Auctions on the cutting edge. By prioritizing these areas, they can continue to deliver exceptional value and innovative solutions to clients, securing their position as a leader in the timely sale of both commercial and residential real estate, while maximizing value.

### Innovative Outlook:

We've been entertaining the use of virtual reality - offering potential buyers and tenants immersive experiences - since we market properties in the Caribbean, as well as state-side.

The development of sustainable and smart buildings also continues to be of utmost importance. We especially see that with our Caribbean properties since buyers want to convene with, and respect, the natural landscape.

### Innovative Solution:

At Maltz Auctions, in response to the ever-evolving commercial real estate market, we have continued to embrace a multifaceted approach to ensure our resilience, responsiveness, and growth.

- We continue to invest in technology to enhance our property analysis, allowing us to make data-driven decisions quickly.
- We run a very conservative, lean operation with a stellar staff.
- Our robust database of buyers and sellers sets us apart.
- More than anything, we rely on our personal business relationships and reputation.

This holistic approach ensures that we remain adaptive in the face of market challenges.

"Maltz Auctions has increased the number of short-term bridge loans they provide- giving immediate financial support, helping clients navigate transitional periods with greater ease. By offering these loans, Maltz Auctions enables businesses and individuals to use their properties as collateral- helping them wait out periods of uncertainty. This proactive approach helps foster stability. As a

result, clients are better equipped to adapt to market changes, and they truly value Richard's support." - Kerry Gillick-Goldberg, KGG Enterprises, LLC.

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