

TOP AGENT MAGAZINE



VINNY SMALL

Although he's only been licensed in real estate for the last two and half years, Vinny Small has spent most of his life in the industry. Growing up in Portland, Oregon, his parents owned and managed several commercial properties, allowing Vinny to learn the ropes of the family business as he handled maintenance issues and accounting. It was there that he gained a great deal of perspective. "I knew what investors were looking for and what they needed out of an agent, as well as some of the challenges my parents had with agents," recalls Vinny.

By the time he graduated from University of Montana with a degree in General Business, Vinny had the connections and the knowledge to go straight into real estate. So he obtained his license and went to work for Windermere Commercial as a partner to principal broker, Craig Gilbert. "He's taught me a lot, has treated me very well and helped me grow in this industry," says Vinny.

Together, Vinny and Craig specialize in commercial sales and leasing, although Vinny has also ventured into property management while building up his client base. "It's a good way to meet clients and gives me a one-up because if I'm showing a property to an investor, I'll let him know I can manage it for him, too. I also have a maintenance team that can do any necessary repairs, so it gives my clients the total package," Vinny said. Currently, they manage over 250,000 square feet of commercial property and over 120 residential units.

Vinny acknowledges that upon meeting clients, they can be somewhat skeptical because he is so young. However, once he explains his extensive background and they witness his professional demeanor firsthand, the client always walks away

knowing he is more than capable of doing the job. "I've always been around this industry. Even though I'm only 25, I'm very confident that there's nothing I can't do in the commercial realty business," he said.

Vinny's philosophy is not to be the best salesperson, but simply to be an expert in his field. There's a quote Vinny learned from a family friend in the commercial real estate business that he keeps in the back of his mind at all times: Give them the information so they seek your knowledge. "I love to meet new business owners who have just an idea in their head and then show them spaces and help them envision what it can be. We go through the entire process together and see it through to the end when they're able to finally open the doors to their business," Vinny said. It's that end result that is so gratifying and pushes him to be even better. And the tenacity is what has led Vinny and Craig to double the property management division within the company. With the assistance of the accountant and maintenance crew that round out their top-notch team, they are on target to double their inventory within the next few years.

As for the future, Vinny's goal is to grow the commercial side of his sales and focus more on multi-family property management. As far as he's come in such a short time, Vinny is in this for the long haul, with years of experience ahead of him. Before you know it, he'll be the industry-leader that everyone turns to for his knowledge and expertise.

FOR MORE INFORMATION ABOUT
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