

# Peter C. Andrews

## MELVIN MARK BROKERAGE

### Broker

**Age:** 29

**Hometown:** Portland.

**What led to your present career?** I grew up around the family business. My father brought me to the office as a kid and we talked about Portland real estate at family functions and around the dinner table. In college, I worked for a brokerage firm while at school. They offered me a job, but I realized that I wanted to be home and an opportunity came up that I could not say no to.

**What does your company do?** Melvin Mark Companies is a locally owned, full-service commercial real estate company. I work for the brokerage company and we provide tenant, landlord and sales representation. The firm has a unique business model. With brokerage, development, construction and management companies under one roof, we can give clients a one-stop shop for all their commercial real estate needs.

**Most significant issue you face:** The financial crisis and the after shock that it has created in commercial real estate. In the past year commercial values have dropped by an estimated 40 percent to 50 percent. Our firm has successfully adjusted our business model as the economy has changed and found new ways to assist our clients, whether they are analyzing the opportunity to lease, renew, purchase or properly market and position their property.

**Hot topic in your field:** Depending on who you ask there is between \$1 billion and \$1.6 billion of commercial loans that are coming due in the next few years and are underwater due to the current lending requirements.

**How do you relax?** I enjoy spending time with friends and family, preferably traveling or eating a good meal. If it's on the weekend I am doing something active like skiing, running, cycling, soccer or yoga.

**Charitable or political cause:** Portland State University Foundation. Its mission is to cultivate and manage both monetary and volunteer support for the university. Gifts to the foundation advance PSU by providing scholarships for outstanding students, supporting faculty research and instruction, and enhancing facilities and program development and growth.

**Favorite travel destination:** Sun Valley, Idaho.

**Personal trivia:** I spent 11 months living in Tamarindo, Costa Rica, after college. I surfed everyday and helped start and run a restaurant called Pachanga.

