



Donald C. Drake

VICE-PRESIDENT, MELVIN MARK BROKERAGE COMPANY

To Don Drake, real estate is the purest form of entrepreneurship. "It allows one to exercise his own judgment regarding the use of time and effort," he says. "Of course, the person who combines experience with the proper effort will produce the greatest results."

During his 20 plus year career, which includes a background in mortgage banking, real estate development and brokerage, Don has put forth plenty of effort. And the results and rewards have followed. Don's annual production ranges from \$15 to \$20 million in sales and leases.

With a history of successful transactions involving retail centers, office and industrial buildings, land and residential developments using his broad real estate background and experience, Don puts his entrepreneurial instincts and demanding work ethic to work for Melvin Mark Brokerage Company as Vice President for Real Estate Investment Services. He specializes in commercial investment and land sales, commercial leasing, investment real estate consulting services and development opportunities.

"Success in real estate - whether as an owner, developer or tenant - requires an understanding of the market and its constantly changing variables," he notes. "My goal is to know those variables and provide the client with the kind of in-depth market awareness that will contribute to decisions that maximize value."

Don also dedicates his entrepreneurial skills to the betterment of the city. As Chair of the Japanese Gardens Society's Special Events Committee, Don spearheaded a successful fundraiser that raised thousands of dollars for the Portland landmark. He is a Board Member for Northwest Academy, a private secondary school emphasizing academics and the arts. Don also sat on an advisory board to the Multnomah County Board of Commissioners regarding the disposition of a 100-acre county-owned parcel in Troutdale that has been successfully developed.

Professionally, he's a member of Portland Metropolitan BOMA and the International Council of Shopping Centers, the 1997 President for the Commercial Association of Realtors Portland/Vancouver and assisting in forming the Commercial Real Estate Economic Coalition. True to his entrepreneurial bent, Don continues to push himself to learn by taking continuing education courses in a variety of business and real estate subjects.

In fact, Don even works hard when he's not working. He enjoys coaching his son's hockey team and is a squash player, skier, surfer, runner, and gardener.

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COMPANIES

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