

A conversation with Brad Saville

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The Wichita Eagle

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Commercial real estate runs deep for broker Brad Saville.

It's what his dad, Ken Saville, did.

It was where Brad Saville, 42, started his professional career, even before going out on his own and starting Landmark Commercial Real Estate, which is now more than two decades old.

Saville, president of Landmark, recently completed his term as president of the Kansas Chapter Certified Commercial Investment Member.

Born in Iowa and raised in Wichita, Saville and his wife, Tiffany, have five children ranging in age from 18 to 1 month.

How did you get into the commercial real estate business?

I grew up around commercial real estate as my father (Ken Saville) was in commercial property management.

What prompted you to go out on your own and start Landmark?

I formed Landmark Commercial Real Estate to pursue restaurant and retail tenant site selection services.

Did the thought of starting your own business ever scare you?

Not really. You are a lot braver when you are young and single with no kids.

What firm or company did you work for prior to starting Landmark?

I worked with Transamerican Management in 1991 and 1992.

How many employees does Landmark have and how many did you start out with?

I started with only myself and an assistant. We now have approximately 18 people between our brokerage, management and accounting services combined.

What are some of your company's notable deals/projects since its inception?

We have been fortunate to be part of many developments at 21st and Maize, including Lowe's and Chick-fil-A. In addition, we are very proud of the Cabela's project.

Why do you consider those projects important?

Cabela's we're proud of because we were able to attract a national tenant that's a regional tourist draw and it's a unique tenant that most can't cite they have. The 21st and Maize projects we're proud of because it was previously federally protected wetlands and we worked on a public-private partnership to get that project done. It took a lot of hard work to get it done.

What are some of the things your firm is working on right now?

Our office is now working to secure other tenants for the Regency Lakes project anchored by Cabela's and Target. And our office is assisting with the Whole Foods retail project at the Waterfront.

What kind of year are you expecting for Landmark in 2013?

Better than the previous four years. Interest rates will remain low and investors are getting off of the sidelines.

How was 2012 for Landmark?

There was a lot of good activity in the fourth quarter for our agents, related to the election and fear of tax law changes.

In what ways has the commercial real estate business changed since you started?

Photos

« 1 of 1 »



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Brad Saville, president of Landmark Commercial Real Estate, is currently focused on finding additional tenants for the Regency Lakes development at 21st and Greenwich. Saville represented Cabela's on the deal to bring the specialty outdoor retailer to Regency Lakes.

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