

IN MY OPINION

Industry veterans talk about what they do and why they do it ...

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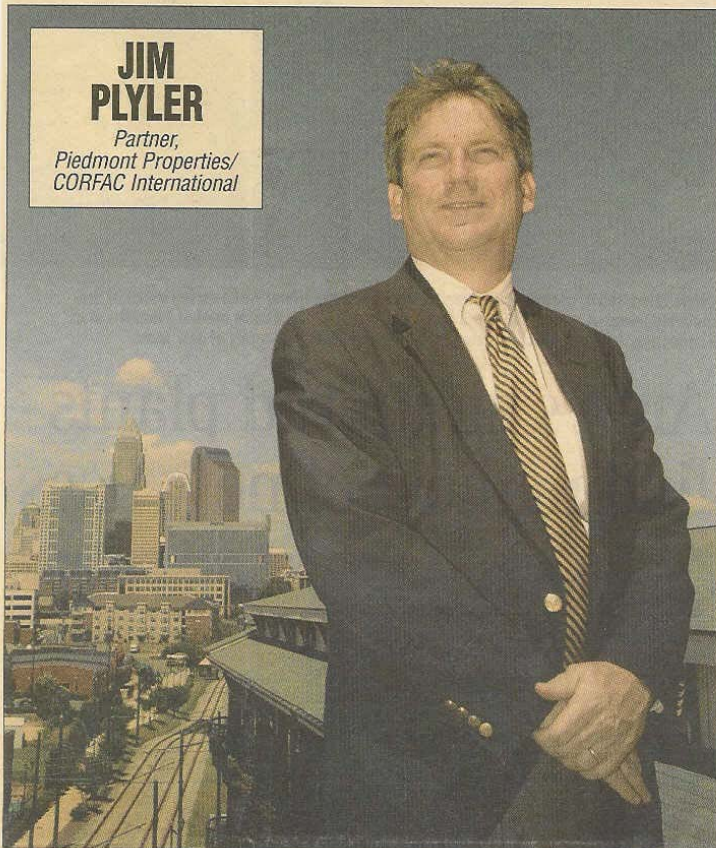


photo SEAN BUSHER

Office market perspective

In the next 12 months, I expect the office market to: see industrial vacancies improve, with the cost of new construction reaching record levels. I expect an increase in the price of existing buildings as construction costs spiral upward. More people will be looking to own their office/warehouse, with the low interest rates and banks offering special incentives for owner-occupied properties. Lease rates will remain relatively flat. I see more out-of-town developers looking to move to the area, with South Carolina getting the lion's share of the bigger deals based on incentives. Charlotte-Mecklenburg taxes will drive people out to surrounding counties.

Worst-case scenario: The two big banks leave town

Best-case scenario: Charlotte gets the summer Olympics

Big picture

Biggest deal: Getting my wife to marry me

Biggest risk: Going from a salary with benefits to a commission-only job

Biggest mistake: Not taking my biggest risk right out of college

Daily routine

How you get organized: I get up at 5:30 a.m. and use the morning to get my mind focused on the day ahead and what needs to be done.

DETAILS, DETAILS

Age: 40 something

Native: Charlotte

Family: Wife, Loula; daughter, Lindsay, 22; sons, James, 19; John Robert, 16

Education: UNC Charlotte, B.A., business administration, 1977

Professional: Piedmont Properties/CORFAC International, partner, 2003-present; AAC Real Estate Services Inc., vice president, industrial division, 1998-2003; various positions at: CB Richard Ellis, 1998; Southern Real Estate, 1985-98; Carolina Freight Carriers, 1979-85; North Carolina National Bank, 1977-79

Key personal technological tools: Laptop, telephone and phone book

Favorite part of the job: Hanging out in a fun-filled office and riding around looking at real estate and doing deals

Sources of support: My wife, children, father-in-law and co-workers

Personal

What motivates you: Having a client with a specific need and using my knowledge and creativity to satisfy them

Best career advice: Enjoy what you do; always treat others the way you would want to be treated

Hobbies: Dabbling in real estate