

# EAGA Business Builder

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Today's speaker was Michael Skolnick - Excalibur Realty



Mr. Skolnick has not always been the Excalibur Realty Guy. In the beginning he was actually a New York resident, if you can believe that. He grew up in the City and lived there until heading off to the Air Force. Mike was stationed for a bit in Gila Bend, Arizona, and was definitely not impressed with their summer heat records. In 1968, Mike's parents moved to Rio Rancho, but being the astute and aware person that he is, Mike was able to find them without too much effort. In 1973, Mr. Skolnick (the younger) left the Air Force and moved to Rio Rancho as well. He attended the old University of Albuquerque—studying criminology with the intent to become a lawyer. He didn't end up in a court room though—at least not on the lawyer side of the bench. In 1977, Mr. Skolnick, the son, joined Mr. Skolnick, the father, in a business selling Indian Jewelry. That was good for a couple of years, but the industry began tanking, and the Mr. Skolnicks changed professional lives and became home flippers. Things were good. The Skolnicks could buy a home, fix it up, and resell it in 90 days. As the world progressed, Mike decided to get into a more formal version of the business. In 1978, he earned his Real Estate License and for about 4 years, worked for Roger Cox Realty. At that point, opening his own real estate company sounded like a fine idea, and Excalibur Realty was born. It was a really fine idea, until the crash of '89. In 1989, Real Estate wasn't the place to be. Maybe an unrelated industry would be better...car sales. Rich Ford car sales was a good landing spot for Mike and he was successful at that. He worked his way up to New Car Sales Manager—but he couldn't shake those little voices in his head. In 1995, Mike gave in to the advice of the voices and he resurrected Excalibur. Over time, Michael has progressed from 'normal' real estate activities to land assembling. The activity of assembling land, is actually the process of buying up all the lots in a designated area so that the parcels can be combined ('assembled') into a development division. Mike has assembled 800 acres so far. No, not all contiguous, but all in the Rio Rancho area. The developments he put together initially, have finally weathered the most recent economic downturn, and are now beginning to progress into the originally planned communities. Along the way, Mike has become quite an expert regarding Rio Rancho area property. He knows the developments, the progress, the plans, the owners and the histories. Mr. Skolnick can tell you why it took so long for the area around the Unser Gateway to start developing...the legal tangles...the wrangling, and the rascal that finally settled for 140 free and clear acres in the Cabezon development. (No it wasn't Mike). The connected Mr. Skolnick also can tell where the new elementary school will be built; that there are plans for another high school in Rio Rancho; and that the future of the Los Diamantes development will include about 450 new homes, a 60 acre business complex, and some other stuff. He even knows of another Fish Factory to be built in the area. Sorry. That is not an opportunity for actually fresh sea food dinners. It is a swimming school. Mike knows what businesses have been successful and which have been tremendously successful. There are still opportunities in the Rio Rancho area and it's good to know someone that can suggest where they might be. Michael Skolnick figuratively has his finger on the pulse of the area. His experience, his amassed knowledge, and his current involvement in organizations and associations allows him to provide his clients with the best available insight on potential happenings. If you want to invest in property in New Mexico's third largest city, give Mr. Skolnick a call at 505-299-1300. He might have some dirt for \$2 per square foot for you...and he will be able to tell you who owned it previously and whether or not it was only used on Sundays by a little old lady (whoops-wrong profession). Michael may also be interested in telling you stories from his New Your City days (certainly there must be some good ones), or he can tell whether or not he actually fried an egg on a Gila Bend sidewalk.

◆ First announcement of prospective new members:

Rich Ford Sales  
Representative: John Costen  
Category: New and Used Car Sales  
Sponsor: Damian Lusch

If you have an objection to this company/representative becoming a member, or if you have any information that you feel should be considered during the application review process, please contact Committee Chairman, Jack Zipper, (jdzipper@comcast.net - 505-259-5959), as soon as possible.

## Business Leads:

RIGHT TO BEAR ARMS, gun shop, opening at 11200 Montgomery NE, Suite 10.  
-Lionel Specter—Zeon Signs

## Reciprocity:

Thank you to T.J. Maloy - Waterjet Cutting for the recent business purchase of a new van.  
Thank you to Doug Stewart - Millennium Communication for recent business purchase of a new van.  
Thank you to Jerry Becker - Steamatic for the recent purchase of new vans.  
-Damian Lusch—Rich Ford

- ◆ Thank you to Mario Hernandez, Phil Houser, and all the folks responsible for another great Christmas Party. A good time was had by all attendees and we appreciate the efforts of the Committee.
- ◆ We will elect four new Board Members at our meeting on Tuesday. Be sure to arrive early to hear the nomination speeches; the campaign promises and the general election day frivolity.
- ◆ Board of Directors meeting will be Tuesday evening at Rio Bravo Brewery.
- ◆ PLEASE NOTE: BECAUSE OF THE HOLIDAY SEASON, WE WILL NOT HAVE TUESDAY MEETINGS ON December 27th and JANUARY 3rd.

## Badge Board Greeters

Dec 13th Damian Pascetti—Pascetti Steel / Jerry Becker—Steamatic  
Dec 20th Kit Turpen—HUB International  
Dec 27th **NO MEETING.** HAVE A HAPPY CHRISTMAS AND HANUKKAH HOLIDAY  
Jan 3rd **NO MEETING** SO MEMBERS CAN CELEBRATE THE NEW YEAR  
Jan 10th Soren Thomsen—TEMA Furniture  
Jan 17th Mike Deveraux—Document Imaging Of The Southwest  
Jan 24th Raul Rodriguez—Kings Of Wrap  
Jan 31st Jukka Jumisko—WSI Web Enhancers  
Feb 7th Michael / Lou Rodges—Merchant Retriever Services

## Upcoming Speakers

Dec 13th Garrett Hennessy—TLC Plumbing & Heating  
Dec 20th Jerry Becker—Steamatic  
Dec 27th **NO MEETING.** HAVE A HAPPY CHRISTMAS AND HANUKKAH HOLIDAY  
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Jan 10th  
Jan 17th  
Jan 24th  
Jan 31st

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