

EAGA Business Builder

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Today's speaker was Mike Skolnick—Excalibur Realty



Three score and five years ago his forefathers brought forth on this continent an new Skolnick, conceived in New York, and dedicated to the proposition that all real estate is not created equal. Mike's parents can probably take the credit / blame for him ending up in the real estate industry. In the late 60's and early 70's, the Rio Rancho land grab was in full swing. Investors from all over, particularly New York, were encouraged to buy parcels of land in New Mexico. The elder Skolnicks visited the property and decided to buy a retirement place in the Land of Enchantment. At the time, Mike was a teenager and he really did not want to finish high school in a new place. Probably it was because he did not want to leave his friends, and not that our school system's reputation was that bad even back in those days. Understanding his concerns, Mike's parents decided to wait until after his graduation before relocating to their new home. Mike was apparently not that excited about tagging along, so after high school, he joined the Air Force. His two year tour was spent in places like Gila Bend, Arizona. When that excitement ended, the younger Mr. Skolnick decided that Rio Rancho may not be so bad after all. He arrived in October of 1973 and hasn't been back to the old stomping grounds much since. Even his New York accent is almost gone. When he first arrived, Mike got into the Indian Jewelry Business (its Native American Jewelry now) and had a good run until that industry took a huge down turn in 1977. At that point, the two Mr. Skolnicks joined forces. They bought homes; fixed um up; sold them; then did it again. That adventure exposed Mike to the real estate bug - which bit him pretty good. After the house flipping gig ended, Mike got a real estate license and went to work for Roger Cox. It wasn't too long before Mr. Skolnick (the younger) chose to venture out on his own. He founded Excalibur Realty. The outlook was good, building custom homes by 1984, progressing on, and on. Then the rosy outlook went away. The real estate industry began tanking and by 1989, the outlook wasn't the only thing that went away. Everything else that Mr. Skolnick had acquired went with it. Property; homes; and wife all went away. Trying to figure out how to proceed, Mike took a job as car salesman at Rich Ford. Mike being Mike, again excelled at what he was doing. He worked his way up to the Sales Manager position; but he was not comfortable. That real estate fever was returning and by 1995, Mike jumped out of the car sales career, and back - with both feet - into the real estate world. He fired up Excalibur again, and headed off toward today. Along the trip, Mike encountered a gentleman that asked him to purchase all the lots at Isleta and Broadway so that the investor could build a shopping center there. Mike was able to purchase the property from 19+ landowners. That added 'assembling' to his resume, and in a short time, he was able to perform that magic a few more times, including a 150 acre property, with 92 owners that he completed in just about 6 months. Price ranges were \$15,000 per acre to \$75,000 per acre for the last hold outs. These days, Mike, and his residential broker wife of 15 years, continue the real estate adventure. And they are very tuned in to the goings on in the Rio Rancho area. Mike's presentation had a whole lot of information about property in that community. He spoke about the Stonegate development of about 800 homes and Terra Del Oro's about 250 homes. Then there was something about Salcido; and Mellon Ridge; and Broadmoor Heights. Mike also talked about 2000 new homes in Unit 13. That is somewhere over there by that other parcel, but not by the 140 homes near Cleveland High School; or Unit 10; or the two hold-outs that will be surrounded by development in the Los Diamantes section. Ultimately (whenever that is) there will be another high school and another elementary school in Rio Rancho. Probably that will be a little while after the Paseo Del Volcan road/highway has been widened and expanded through the area. If you want to invest in property in Rio Rancho; learn more about the planned developments in that area; or even if you want to get a history lesson, give Mike Skolnick a call at 505-299-1300. If you want to sell some Rio Rancho property, you should call Mike as well. Running adds in New York magazines and newspapers will probably not be as successful as it used to be.

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Business Leads:

None noted today

Reciprocity:

None noted today

Don't forget to use the 'Shout-Out' option on our website.

- ◆ It is good to have Lionel back in his chair again, after escaping a too-long visit to one of our area hospitals. He is recovering from a bout of 'flumonia' and hopes to get rid of his oxygen tank buddy in the very near future.

- ◆ First announcement of two potential new members:

John Thomas Jewelers

Representative: John Thomas Mead

Category: Jewelry Retail & Wholesale

Sponsor: Phil Houser

Paylocity

Representative: Joel Sanchez

Category: Payroll & HR Services

Sponsor: Kevin Lorenzen

If you have an objection to either of these companies becoming a member, or if you have information that you feel should be considered during the review process, please contact Membership Committee Chairman, Jack Zipper (jdzipper@comcast.net or 505-259-5959) as soon as possible.

- ◆ New printed directories will be published shortly. Now it the time, and that time is very short, for you to check your information in the current directory. If there are changes, please send them to Mario right away. If you have any problems or questions, please contact Executive Director, Mario or President Soren.
- ◆ The official version of our revised By-Laws have been published. A copy is attached to this email as a separate document. Please read the By-Laws so that you are familiar with the modifications, and the document in general. It is an important directive for how our organization is to operate.

Badge Board Greeters

Feb 20th	Terry White—Sunwest Trust
Feb 27th	Raul Rodriguez—Kings of Wrap
Mar 6th	Mark Bidwell—Rio Grande Title Company
Mar 13th	
Mar 20th	
Mar 27th	
Apr 3rd	

Upcoming Speakers

Feb 20th	Phil Kenny—Trucks Unique
Feb 27th	Eric Berger—American Linen & Uniform Supply
Mar 6th	Pat Maloy—Maloy Mobile Storage
Mar 13th	Manny Corrales—Vigilant Security Management
Mar 20th	Phil Houser—Document Solutions
Mar 27th	Paul Jew—Moji Studios
Apr 3rd	