

SCOTTSDALE

MAY 2023

Airpark News



The Bounty of the Sea

Buck & Rider scours the world for entrées

Greater
Scottsdale
Airpark
2030 Report

An Ode to Father

Melissa Maggiore creates memories at eatery

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On the cover: Melissa Maggiore has been in the Maggiore family business as long as she can remember. (James Patrick/Contributor)

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A Westerville, Ohio, native, Quentin Hick pursued commercial real estate after losing his job in residential. He specializes in land, leasing, investments and owner-user opportunities. (Submitted)

Seeing 'MRED'

Young commercial broker accepted into ASU program

By Christina Fuoco-Karasinski

First-year commercial broker Quentin Hick was accepted into the W.P. Carey Master of Real Estate Development program at ASU.

At Airpark-based Davis Commercial AZ, Hick specializes in land, leasing, investments and owner-user opportunities.

The MRED program is a transdisciplinary partnership between four highly regarded schools within ASU: W.P. Carey

School of Business, Sandra Day O'Connor College of Law, Herberger Institute for Design and the Arts, and Del E. Webb School of Construction.

The MRED brings together all four disciplines, giving students a well-rounded real estate development education — providing new perspectives and strengthening their decision-making skills. Three formal MRED synthesis projects cover the entire spectrum of development, from residential to mixed use. Each synthesis project is presented to and evaluated by industry leaders and MRED faculty, such as MRED director Mark

Stapp, providing feedback.

"We are so proud of Quentin and his accomplishments," says Andrea Davis, CCIM, owner/designated broker at Davis Commercial AZ. "He sets a goal and tackles it head on. The sky is the limit for his talent."

Hick segued into commercial real estate after losing his job in residential real estate.

"I was connected with an investor after being let go," he says.

"The investor mentioned that there was a Grant Cardone event in Scottsdale that I could attend. In the event, Grant mentioned

he was looking for a 300,000-square-foot building. I went to LoopNet in the meeting, walked up to Grant and showed him the results, and he said the properties didn't work for him."

Not one to give up, on a Google search, Hick found Davis, whom he now calls his mentor, and together they found a space.

"I didn't want to let this die, so we pitched this to him together," he says. "Call it Divine Timing, because Grant was doing this reality TV show ('Kings of Real Estate') a week later and we ended up going on it. After it was all said and done, and Andrea asked if I wanted to come join the team. That pitch was a practice run. It was super fluid working with Andrea and there was inherent trust. It really worked out well."

A native of Westerville, Ohio, Hick was raised in Marysville and Sutter, California. He served in the Navy from 2013 to 2017, during which time he lived in Spain for three and a half years. Spending time abroad was good for him, he says.

"I learned the differences between our culture and their culture," says the 28-year-old Hick, who lives in Scottsdale.

"One example of the cultural differences

is I remember eating a Spanish breakfast, which was pretty much bread with tomato paste and a miniature coffee. That was it. This isn't bacon, eggs and potato. I couldn't figure out how they started their day this way. This was a completely different way to live life, and yet they're doing it successfully."

While in the Navy, Hick played semiprofessional baseball, which he calls a "really cool surprise."

"I thought my baseball career was going to be done in the Navy," he adds. "I brought my glove with me anyway. We got to do international tournaments in Ireland, Madrid and Portugal. I also was fortunate enough to play at the Olympic Stadium in Barcelona. It was a once in a lifetime experience."

After the Navy, he moved to Arizona in 2017 to study psychology at Arizona State University, where he earned a Bachelor of Science degree in psychology.

"They have a great veterans program," Hick says. "The Pat Tillman Veterans Center was great. I was warmly welcomed and nurtured by the executive staff, Michelle Loposky and Sean Banzhaf."

Through the Pat Tillman Veterans Center, he played flag football in Sun Devil Football Stadium, received homework help and was introduced to future mentors.

As of 2023, Hick is actively involved with the Urban Land Institute Young Leaders Group and the local chapter of CCIM, for which he performs volunteer work.

Davis has given Hick valuable advice: to remember the developer is the "conductor."

"They're the one who's overseeing all the moving parts within the development project," Hick recalls.

"That stuck in my brain. I think one of the reasons it stuck with me is its practicality to life in the industry. This perspective helps me bring the parties together for a harmonic transaction and help get everybody's needs taken care of for the betterment of the project." ■

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PRESERVE THE FUTURE BY HONORING THE PAST

Thursday, May 18, 2023

6:00 - 6:45pm Cocktail Reception, 7:00 - 9:00pm Program & Dinner

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