



2010 Top Forty Under 40 Recipient: The top forty business leaders under the age of 40.

Joseph Chaplik

**JOSEPH BERNARD, INVESTMENT REAL ESTATE
President**



Age: 38

Hometown: Cleveland

What led to your present career? When I relocated to Portland at age 30, I was an executive with a national telecommunications company and started investing in apartments as a hobby realizing that there was a great opportunity here in Oregon. Knowing that it was a great long-term investment for building wealth, I decided to learn everything I could to protect my assets and became a real estate broker specializing in multi-family transactions. I started the company on the basis of providing superior brokerage services by focusing on professionalism, integrity, and quality service to apartment investors.

What does your company do? We specialize in apartment brokerage services with wealth building analysis, asset management, and property performance consultation.

Most significant issue you face: The annual number of apartment transactions has severely decreased. This is largely due to the economy and the lending market. There is now a larger gap between a seller's asking price and a buyer's bid price on transactions as most buyers with cash are willing to pass on deals to keep looking for better opportunities or distressed sellers.

Hot topic in your field: It is a rising cap rate market which lowers the value of apartment buildings unless the owners can increase the net operating income. The cap rate (capitalization rate) is the annual rate of return of a building if you paid all cash. The economy is preventing owners from raising rents so in some cases the values of certain apartment buildings may decrease below the past purchase price or to a level that eliminates the possibility of a refinance if they have a high loan to value. This could create a lot more distressed situations for some mismanaged properties.

How do you relax? I love spending time with my family. We have two boys' ages 27 months and 4 months. I also like to go to the gym for a workout or play a round of golf.

Charitable or political cause: The Shriner's Hospitals for Children. Most people don't know that the care is at no cost to the families.

Favorite travel destination: Hawaii