

Define | **INFORMATION**

Industrial Real Estate Demand Skyrockets in Houston

Demand for industrial real estate in Houston is high, and it continues to rise as we move further into the new year. 4.1MSF of new industrial inventory was added in the third quarter of 2019, and the Bayou City is becoming a center of industrial activity, driven by population growth and demand for distribution centers and manufacturing facilities.

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GOING PLACES WITH...

Gabe Chalot, Associate



What did you do before joining the Belvoir team?

Being an associate at Belvoir is my first job out of college. I graduated in December 2018 from Baylor University with a degree in finance, real estate and entrepreneurship. I spent some time with family, then focused on starting my career. My experience in school pointed me towards real estate brokerage, and I jumped at the opportunity to interview with Belvoir.

What drew you to Belvoir?

I did some research on the company and after meeting with Matthew Goldsby and Kyle Fischer, I realized that there were huge opportunities for growth at Belvoir. A lot of real estate firms only focus on certain aspects of real estate, and they tend to be large corporate entities. Belvoir focuses on all aspects of real estate, and I thought having that experience would be a great way to kickstart my career.

What is your favorite aspect of being an associate at Belvoir?

My favorite aspect is getting to be myself at work. I'm a very open person, and I didn't want to have to create a false identity to fit into a professional "norm." At Belvoir, I get to be who I am and I'm very appreciative of that. Because of that, I look forward to waking up every day and coming to work.

What is the most challenging part of your job?

The most challenging part for me is learning as I go and not necessarily having a lot of experience under my belt yet. Having just come from college, sometimes it can be tough to translate what I learned in school to the real world. But it's a challenge that I welcome, and I look forward to learning more.

What qualities and skills do you use most on the job?

Definitely social skills. It takes a lot to build that trust with clients, and for them to feel secure with you handling their properties, finances etc.

What are you passionate about?

I'm a fitness buff—I take a lot of pride in my physicality and health. I believe that in order to have a healthy mind, you need to have a healthy body, so I take it very seriously. I work out before and after work, and I've seen a huge change in the way that I think throughout the day and how awake and alert I am at the beginning of the day. I also love to cook. I'm a big foodie, and I have a culinary bucket list of around 500 restaurants around the world that I want to try.

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