

The Little Engine that Could

An Interview with Jonathan Landau, Chief Executive Officer, Landau Properties

EDITORS' NOTE Jonathan Landau is a founding member and the Chief Executive Officer of Landau Properties. Landau is a 20-year real estate veteran who has acquired, capitalized, developed and operated over \$5 billion of properties in Austin, Boston, Dallas, Miami, and New York. Prior to co-founding Landau Properties, he was a founding member and CEO of Fortis Property Group. Landau also practiced corporate/transactional and tax law with DLA Piper for six years, primarily advising real estate companies on acquisitions, dispositions, syndications, joint ventures, entity-level investments, and tax-structured transactions. Landau holds a JD from the University of Maryland.



Jonathan Landau

Will you highlight the history of Landau Properties?

Having spent the better part of the past 25 years first advising, and then working with, partners on diverse and complex residential and commercial real estate transactions, it has been my long-time dream and ambition to build a family real estate business. I've always wanted to work closely with my remarkably talented and driven children, so this is an incredible next chapter for me.

We launched Landau Properties in late 2022 and look forward to bringing our thoughtful, bold, and competitive approach to new opportunities.

How do you describe Landau Properties' culture and values?

Our culture at Landau Properties is driven and competitive, but kind. We aspire to execute and deliver at the highest levels in a fun, nurturing, and enjoyable environment. The modern workplace is no longer a grind. It must be highly-energized, stocked with talent and ambition to foster creativity,

passion, camaraderie, and both personal and team accomplishment. Our team approach is to add value wherever possible and to be present. Each member is empowered and encouraged to formulate and execute in his or her area of expertise. We collaborate on ideas and goals and execute autonomously.

Will you provide an overview of Landau Properties' developments and current projects?

Our first endeavor is a boutique residential development on a waterfront site on Miami's coveted Bay Harbor Islands. Overlooking Indian Creek Island, Indian Creek Residences & Yacht Club will offer a limited collection of nine luxury residences and one of the only private yacht clubs in the area. Pre-sales and construction are underway.

We also have several deals in the works across various markets and industries, from New York City to Philadelphia to Boston. We're excited to share more details in the coming months.

What have been the keys to Landau Properties' strength and leadership in the industry?

We are the little engine that could. We select projects that we can develop or operate as differentiated assets. While differentiation can be delivered in many forms including luxury, lifestyle, and design, we look for a superior edge and deliver it at a high level to a market that is otherwise supplied with cookie-cutter product. For each project, we develop a vision and pursue it with excellence and determination regardless of how avant-garde or out-of-the-box our vision may seem relative to the industry standard.

Where do you see growth opportunities for Landau Properties as you look to the future?

Given the disruption caused in large part by interest rate and capital market distress, premier assets and sites are becoming available at more reasonable price points. While turbulence may persist for the next few years, now is an ideal time to commence development and construction. Firstly, projects that commence now will be constructed through the downturn and deliver into a recovering and pent-up market. Secondly, many anticipated or scheduled new development projects that were underwritten to pre-downturn

COMPANY BRIEF Landau Properties (landau-properties.com) acquires and develops properties with distinction in highly desirable but untapped locations with barriers to entry. The company's focus is to raise the benchmark of quality, design, and lifestyle in each of its markets and to be the purveyors of excellence and innovation.



Rendering of Indian Creek Residences & Yacht Club



Rendering of Indian Creek Residences & Yacht Club from above

assumptions are being abandoned or put on hold causing construction costs to finally settle. Over the next 12-18 months, we plan to selectively pursue some of these premier opportunities in geographic markets that have strong local economic drivers. We expect these markets will be firing on all cylinders as the turbulence subsides.

Will you discuss the talent and expertise of the Landau Properties' team?

I gained invaluable experience during my time at Fortis, where I was responsible for sourcing and negotiating real estate

transactions and overseeing the company's operating, development, and leasing activities. I worked on several signature achievements with Fortis including securing a groundbreaking \$1 billion refinancing deal and anchor tenant for One Lincoln, the skyline-defining office tower in Boston's Financial District, and developing Olympia Dumbo, the iconic, record-breaking luxury residential tower overlooking the Brooklyn Bridge.

I'm bringing the lessons I learned from these successes, and many challenges, to

Landau Properties, where I have the exciting opportunity to work with my daughter Yael, who is a world-class marketing and creative genius, and my son-in-law DC, who is the rare combination of savvy, street-smart, charismatic, and driven. Each of them brings great strengths, insights, and knowledge of various parts of the industry to our team.

What do you see as Landau Properties' responsibility to be engaged in the communities it serves?

For generations, my family has been active in local charities and community matters. Thankfully, my children and I have the desire to give imbedded in our DNA. Whether we live, work, or develop in a community, we are always looking for ways to connect with, participate in, and assist people and organizations in our communities.

Did you always know that you had an entrepreneurial spirit and desire to build your own company?

Yes, building is another characteristic that is in my DNA. Since I was young, I was always a sucker for building anything and leading a team. I feel and feed off the energy of team members who are driven to deliver a common goal. It is truly a blessing to be able to build a company together with my children.

What advice do you offer to young people interested in building a career in the real estate industry?

First, find a segment of the real estate industry that you enjoy and for which you have aptitude. Second, work with people that appreciate and promote your skill set and drive. Third, don't settle for mediocrity – once you establish the necessary competence and experience, reach for the stars. ●

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