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JUNE 2, 2025

Exploring Life & Business with Barry Saywitz of The Saywitz Company



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Today we'd like to introduce you to Barry Saywitz.

Hi Barry, we'd love for you to start by introducing yourself.

My Story- Barry Saywitz began his Commercial Real Estate career in 1989 as a tenant and Buyer/Broker in the Commercial Real Estate world helping

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companies to lease and purchase commercial office space. In 1992 he became a partner in Howard Ecker & Company and in 1994 he purchased the West Coast operations of the company and changed the name to The Saywitz Company. Since that point he has not looked back and has built The Saywitz Company into one of the largest privately



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Saywitz Company is headquartered in Newport Beach with branch offices in San Diego and provides a full range of commercial real estate services to its clients throughout North America. The company has completed transactions in all 50 states as well as throughout Canada and Mexico. In 1996 Mr. Saywitz founded the CORE Network and built that organization to encompass more than 100 privately held commercial real estate firms, which allowed the company to grow and transact business throughout North America and as well as Europe and Asia. That organization transacts more than \$50 billion dollar's worth of real estate transactions on an annual basis and is one of the largest commercial real estate organizations in the world. Mr. Saywitz earned a nomination for Ernest & Young's Entrepreneur of The Year for his creation and expansion of the organization. In 1998 Mr. Saywitz founded Barry Saywitz Properties, which began purchasing

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built that organization to encompass a portfolio of more than 100 properties in five counties throughout Southern California. That company maintains its own property management and construction divisions to manage and maintain its portfolio. Today Mr. Saywitz serves as Managing Partner for that organization. In 2021 Mr. Saywitz created and hosted his own Radio Show/Podcast on OC Talk Radio. That radio show specifically focuses on the various aspects of all commercial real estate sectors including Office, Industrial, Retail and Medical and Residential and its guests have include major players in the commercial real estate world in Southern California as well as numerous politicians, business leaders and influential figures throughout Southern California. This show airs live on OCTalkradio.net as it is streamed on numerous social media and internet platforms every Tuesday at 9:00 AM PST. Mr. Saywitz is a sought-after real

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number of universities and has written and authored many real estate articles on various pertinent topics relating to trends in the commercial real estate industry. Mr. Saywitz resides in Newport Beach and is a former tennis and golf instructor prior to his career in commercial real estate. He enjoys travel, boating and spending time with family when not overseeing the various aspects of his business life.

Alright, so let's dig a little deeper into the story – has it been an easy path overall and if not, what were the challenges you've had to overcome?

Obstacles and Challenges – In commercial real estate I have had to overcome several obstacles and challenges which include the constantly changing commercial real estate markets, lending environment, and economy as well as trends in technology and investment. Managing those aspects of the business world combined with managing a staff of diverse people with a

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customers, tenants and vendors requires a balancing act of patience, perseverance and determination. Today's environment is no different with a challenging lending environment, higher interest rates, challenges with insurance and the rising cost of operating commercial real estate as well as increased construction and labor costs and a volatile Stock Market. My days are long, and active and challenging each and every day. Historically living through difficult times such as the Great Recession, Covid and significant downturns in the economy and real estate market have all helped me to be able to manage those challenges that present themselves today and moving forward. Patience and focus are key attributes for any business leader and certainly I am reminded of that on a daily basis.

Great, so let's talk business. Can you tell our readers more about what you

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The Saywitz Company is a National Real Estate Brokerage, consulting and investment, and property management firm headquartered in Newport Beach, California with branch offices in San Diego. The company is one of the largest privately commercial real estate brokerage firms in Southern California and continues to be named one of the largest brokerage firms based on its volume of transactions. The Saywitz Company, and the brokerage division exclusively represents Tenants and Users of commercial real estate and therefore, can provide a conflict-free approach towards assisting its clients and achieving their goals and objectives. The company assists users of commercial real estate in leasing and purchasing commercial real estate for office, industrial, medical and specialty retail properties throughout North America. The company's investment, construction, property management and consulting divisions all

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it own portfolio of real estate. Additional information on The Saywitz Company can be found at www.saywitz.com

Let's talk about our city – what do you love? What do you not love?

I went to High School in San Diego County, college in Los Angeles and have lived in Orange County since 1989.

Orange County has continued to prosper and grow and develop over the years. It is a dynamic place to live and work with a variety of industries and that is one of the main reasons that I chose to live and operate from Newport Beach. The proximity to the water combined with the ability to drive to all other parts of Southern California for business and fly to areas of the Western United States quickly gives one the ability see clients and manage transactions within a one to two hour time frame either by car or by plane.

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