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## **2022 Ones to Watch: Harry Verenis, Senior Associate at Marcus & Millichap**

June 10, 2022 - Spotlights



What recent project, transaction or accomplishment are you most proud of? My proudest transaction was my most recent one, a 60-unit portfolio in Rhode Island. Both the seller and buyer we're some

of the first people I had made relationships with in the industry in 2018. I still remember the first phone calls I had with each of them, and seeing the four years of building relationships pay off was really a full-circle moment for me. I was fortunate enough to gain priceless life knowledge from both of these clients and I think that's what the business is all about.

What does it take to succeed in your specific industry? Sticking to the plan, believing in yourself, and doing the right thing. It's no walk in the park when you first start out but as long as you can hang in there when it gets tough I believe anyone can succeed. We like to say "fight the fight, don't fight the plan."

What led you to your current profession? My dad. He owned a piece of real estate and that was really the only thing I was ever interested in as a profession. I knew I was never going to be in the finance world, which is what my college degree is in. Truth be told I wouldn't have gotten a job in finance with my college resume, and I couldn't be happier how things worked out.

What are the top 3 items on your bucket list?

Traveling the world

Fly a plane

Owning a Home Depot as an investment

What are you doing when you aren't working? Going to Fort Lauderdale, hanging out with friends and family, walking my dog