



CELEBRATING
55 YEARS

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2024 Ones to Watch - Rising Stars: Matt McFarland, Kay Properties & Investments

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Matt McFarland
Senior Vice President

Kay Properties & Investments

“Matt is not only an incredibly hard-working individual, but also someone with whom our clients trust and rely on for helping them solve their particular investment challenges and solve their investment goals. This is evidenced by his recently achieved milestone of raising more than \$500 million in equity from accredited investors who turn to Matt for 1031 Exchange and Delaware Statutory Trust advice. He is a leader in our firm, and a rising star within the commercial real estate industry.” - Dwight Kay, Founder and CEO of Kay Properties & Investments.

In the last 12 months what accomplishment are you most proud of? I am most proud of officially stepping into fatherhood. The birth of my daughter has truly been the best thing that has ever happened to me. I cherish the relationship that we have already and look forward to the relationship we will form over a lifetime.

How do you balance your rising career with your personal life? There is a lot of noise in our lives and it's easy to lose sight of what is important. I frequently and consistently remind myself of what is truly important in life and focus on the person that I want to become and the life I want to live. My career is important to me, but pales in comparison to the value I place on relationships in life.

Who are the key people in your life that have contributed to your success? My parents and lifelong friends have contributed the most to my success. I am blessed to be surrounded by so much family and lifelong friends who believe in me and want the best for me in life. I wouldn't be the man I am today if it wasn't for my family and lifelong friends.

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