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2024 Ones to Watch - Rising Stars: Brandon Mitchell, Malone Commercial Brokers

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Brandon Mitchell
Broker

“Brandon has an infectious enthusiasm that allows him to excel at client service. In just a few years, he has helped many clients significantly grow their portfolios. A true go-getter, Brandon was a first-time presenter at this year's MEREDA showcasing the York County Market Report. His dedication to continuous learning also positions him for long-term success.” - Cassie Demick, Marketing Director at Malone Commercial Brokers.

In the last 12 months what accomplishment are you most proud of? One of my biggest accomplishments within the last year is helping one of my very first clients successfully transition from a small, high-maintenance multifamily portfolio into a larger industrial investment. Guiding him to sell at the right time allowed him to double his initial investment in just 3 years. More importantly, the new lower-maintenance properties gave him back his work-life balance to spend quality time with family. Getting out of my comfort zone and presenting at MEREDA.

How do you balance your rising career with your personal life? Maintaining balance is an ongoing effort with a busy career and three young children. I'm grateful to have Malone's supportive team that helps distribute workloads. At Malone, we're a family, so we all help each other out, and that has been really incredible for my growth. My wife Hilary's backing when I changed careers has also been invaluable. She reinforces the importance of integrating work and family as priorities.

Who are the key people in your life that have contributed to your success? My wife Hilary's belief in me from day one made this whole career change possible - she's had my back 100%. The Malone brothers took a chance on an unproven rookie, which I'll always appreciate. My colleagues at Malone talking me through complex deals. And my kids, their energy reminds me daily why I need to keep leveling up as a broker and a dad. It really does take a village, and I'm grateful for mine.

Outside of your career, where else do you seek continuous learning and personal growth? Professionally, I aim to earn my CCIM designation to deepen my expertise. A new association I just recently became involved with is the New England Self Storage Association which expands my industrial commercial knowledge base. Personally, coaching my children's sports teams provides meaningful growth experiences as we learn game strategies and fundamentals together. Balancing industry credentials with engaged fatherhood is extremely fulfilling.