

Baltimore Business Journal

2.5 Minutes with Mark Caplan

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James Briggs, Reporter

What's your take on Baltimore's real estate market?

For our apartment client side, occupancies have increased, so that's been good news. On the condominium homeowner association side, the values have stabilized. It's not necessarily a whole lot of fun, but as values have stabilized, I think it has enabled them to think about deferred maintenance or capital projects.

How long have you worked in real estate?

I had a father who was in the business, so going all the way back to when I was a teenager, some of my first jobs were working at [residential] communities being a laborer. It was outside kind of work, but I think it enabled me to know about what I do at its absolutely most basic level, and I think it gives me a respect for people who, in our organization, their everyday job is delivering service.



Mark Caplan is the president of WPM Real Estate Group LLC.

It sounds like you enjoy traveling. Any travel tips?

Try not to go to Atlanta. If you're going to Atlanta, it's not going to end well.

If you weren't a real estate executive, what would you be doing?

It doesn't pay as well, but I do like to teach. It's something I very much enjoy and I do when I can.

What message do you try to convey to students?

I gave a talk [recently] and was comparing being an entrepreneur to surfing. It's important to learn not to get hurt too badly. Live to fight another day.