



## Matthew Sawyer

The fashion police at the yacht club have given Matthew Sawyer a pass on the obligatory blue blazer ensemble, because, after all, Sawyer does own a large yacht. Two, actually. It's hard to believe that about seven years ago, at the Fort Lauderdale International Boat Show, a lot of brokers snubbed Sawyer. He's both young and successful, a refreshing combination that he wears very well. **INTERVIEW BY LISA OVERING**

**Hometown:** Huntington Beach, California

**Age:** 28

**Occupation:** Commercial real estate developer

**Current yachts:** A Sovereign 115 and a Sunseeker 68. The Sunseeker is my baby; I love it.

**How many boats have you owned?** More than 20. For some reason, no one would let me on a boat at the Fort Lauderdale show except Hargrave. There were no hard feelings, but I bought the Hargrave.

**Status:** Single, with a pet

**Preferred cruising companion:** A Miniature Australian Shepherd named Captain. He is awesome.

He is two years old. He flies with me. He's on the boat. He goes everywhere.

**Most memorable boating experience?** No particular one, but I enjoy having my family on board. I like everyone being together.

**Describe your cruising life:** The West Coast: Seattle, San Francisco and San Diego. I love those places. It's not The Bahamas, but they have a lot to offer.

**Favorite marina/port?** The San Diego Marriott Marquis & Marina. They just remodeled and it's beautiful.

**First job?** I was a stock boy at West Marine.

**Best job?** I enjoy what I do now. Commercial real estate development is like real-life Legos. I enjoyed it as a kid, and it's a natural progression. I didn't read directions. I just built.

**What's the secret to success?** Learn to accept your failures and move on. Use them as learning experiences and do not make the same mistake again. I am an open person, no secrets. I'm very approachable. You want to know something, just ask.

**Best lesson learned?** Patience. Life will teach you patience, if you live. Life doesn't need to be go, go, go 24 hours a day. Also, have an awesome manager.

**Current projects?** We have a number of real estate development projects in the L.A. area building industrial condos.

**Favorite pastimes?** I love my boat and I am an amateur

kickboxer. I spend a lot of time training. I fight every two months unless I get hurt. I love contact sports—something that makes you push when you get tired or hurt. It's a challenge.

**What do you collect?** Boats, I keep things simple. But maybe I have a problem with buying shoes. I have about 200 pairs of shoes and sneakers.

**What's the look?** Shorts, v-neck t-shirt and sneakers

**Favorite sports?** Football and combat sports

**Favorite music?** Electronic music—anything with a good beat and a good, strong bass

**Last book read?** I don't read books. I read a lot of trade journals, though.

**Favorite watch?** I have a lot of watches, but I don't wear them. I have a Chanel J12 that I like but never wear.

**Favorite wheels?** I just bought a triple black Audi R8 two-door coupe.

**What can't you imagine life without?** My family and friends; they're always there to support me, in business and personal struggles.

**Biggest pet peeve?** Incompetence. You don't have to be the smartest person, but do your job or let someone else do it.

**Best advice?** Don't force things. You can't be 25 and expect to have everything. Be patient. Don't judge a book by its cover and don't compare yourself to other people. Live your own life. ■