



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. ■