

# BLUEDOOR

## MAGAZINE

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A photo essay by Brett Hillyard

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# MIKE CLOSE

## Spinnaker Development

Spinnaker Development is a full-service general contracting and construction management firm led by Mike Close specializing in the new construction of luxury custom homes throughout greater Newport Beach.

**What do you love the most about this listing?** It's not often we get oversized, view lots with this type of exposure and street frontage. This was an incredibly rare and unique piece of property and one that demanded a magnificent home. This was my passion project and it pushed me personally on so many levels. I walked away with a newfound sense of patience and trust in my team and colleagues and that has elevated our game big time.

**What do you like most about your job?** The human interaction is the most rewarding part of my day-to-day. I'm fortunate to work in a dynamic where I'm intimately involved with so many players on so many different levels. It creates a unique balance that I don't think is offered in many other industries.

**Is there a piece of insider knowledge that only you or those in your line of work know?** Understand the meaning of "perceived value." People get carried away with amenities that may not bring added value. Learning to quantify what that value is allows us to make the most informed decisions especially when it comes to real estate development or investments.

**What's something you love about Orange County that is unexpected or less known?** I love the culinary scene in OC. I'm somewhat of a foodie and never seem to run out of great options here in our own backyard.

**What's the best piece of advice you've ever received?** I'm a handshake guy, my father always said, "Give them a handshake they'll remember." I've had to throttle that back over the years, lots of fishy hands out there...

**What advice would you give to the next generation of agents?** Try to keep your expectations in check. We see a lot of new agents come into the mix expecting immediate success. This industry is reputation-based and those that have succeeded have built success upon strength of relationships and network. The consummate professional always lasts the test of time.

**What is something that will always be in fashion?** Red Wing work boots. Dress them down or dress them up... they're classics!

**What are a few of your favorite places in OC?** ARC in SOCO has always been a go-to for a big lunch or a cozy dinner. We love to walk Balboa Island with our family—it's always a great way to start the weekend with a coffee and a stroll down the boardwalk.

**Do you have favorite nonprofits and charitable causes?** Cystic Fibrosis Foundation, Cure Duchenne and Alzheimer's Orange County. Alzheimer's has directly impacted my immediate family. Raising awareness for these diseases and making an effort to create community around them is something that is very important to me and my family.

**What's the most unusual request you've had from a client?** I've been asked to install bank vault doors inside homes, create secret escape hatches, and implementing questionable technology solutions. Not a whole lot will surprise us anymore.

**Do you have favorite sayings or quotes for inspiration or motivation?** "Don't let your life happen to you, happen to your life."

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