

The Dirt Dog Barks



Bill Eshenbaugh, president of the Eshenbaugh Land Co. in Tampa, returned from a statewide marketing meeting of commercial real estate brokers in Orlando in January. Eshenbaugh was a speaker at the event.

"I have to be pretty optimistic to face the market everyday. I told them that I don't have any distressed real estate. I have 'righteously' priced real estate. Look at values from 1999-2002 and I see what I work with was worth then – it's worth the same today..."

"A guy came up to me after my talk and said, 'I have notes from what you said last year. Last year you said, "It's going to take patience and resistance." And it appears from what was said today, you were right. So I'm writing this 'righteous pricing' thing down today and will remind you of it next year.'"

The self-described 'Dirt Dog' pauses.

"What's the statute of limitations on speeches?"