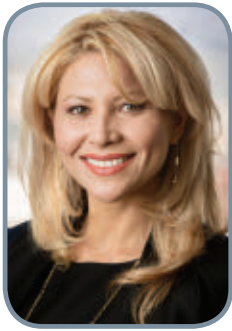




GlobeSt. Real Estate Forum is profiling the best and brightest professionals of the next generation on the following pages. With a record number of submissions this year, the following 50 people under 40 years of age are making strides in the commercial real estate industry. You may well know them already: they are the superstars who have stood out from the pack and will likely be at the helm of the organizations of the future. The following individuals have a solid track record in the business, not just including transaction volume but also for their contribution to their company's overall success. Here are this year's 50 under 40.



BARBARA ARMENDARIZ

SHARPLINE COMMERCIAL PARTNERS

As founder and president of Sharpline Commercial Partners, Barbara Armendariz is one of very few minority women in the industry have launched her own brokerage firm. She began her 15-year career without mentors or connections, relentlessly networking at industry events, before starting at Colliers and then eventually serving as VP at CBRE. Desiring more opportunity, Armendariz launched her Los Angeles firm in 2015, which continues to grow in one of the most competitive markets in the industry. She oversees all transactions, manages brokers, provides comprehensive research all the while steadily growing her client roster. She recently launched a property management division and aspires to incorporate office and multifamily business lines to create a full-service firm.



JAMES BARRY

SMARTSTOP SELF STORAGE REIT

SmartShop Self Storage REIT directly attributes its success to James Barry's hard work and dedication, which led to his promotion to CFO at the age of 30. Barry was integral in the negotiations, calculations and communications for the sale of SmartShop Self Storage Inc. in 2015 for \$1.4 billion, a return of more than 15% to investors, in which he negotiated \$560 million in debt and equity. Barry currently plans cash flow, raises equity and spearheads the data analytics and revenue team. He is involved in the underwriting and reviewing of every acquisition at the REIT, as well as exploring technology that can better improve processes for the company.



LANIE BECK

STAN JOHNSON CO.

As the director of research and communications, Lanie Beck is devoted to growing Stan Johnson Co. She bridges the gap between operations and sales platforms while overseeing corporate marketing. She was quickly identified as a rising star at the beginning of her 14-year career; someone eager to execute any challenging project. Beck is known for putting others first and is quick to offer mentorship. She never demands acknowledgement and she often flies under the radar, however, she has won numerous awards for outstanding achievements. She consistently acquires new skills, builds the corporate brand and drives research and technology enhancements, while holding an unmatched record of internal promotions.



BRYAN BELK

FRANKLIN STREET

Bryan Belk began his real estate career in high school working for a retail developer and learning the business. Three years after college, Belk and his mentor launched the Franklin Street Atlanta office. He now sits as the senior director at Franklin Street, handling Southeast retail investment sales, consistently performing as a top producer for the company. He has sold \$260 million in retail properties within the past 12 months, while his team has transacted more than \$2 billion. Belk has received several company awards for his work and actively serves as a mentor to the firm's brokers.



STEPHEN BERTONASCHI

FTI CONSULTING INC.

As an acclaimed tax advisor, Stephen Bertonaschi is often referred to as a "REIT expert." He was promoted to a senior associate just one year after he started his career in 2004, and is now the youngest senior managing director at FTI Consulting Inc. He works on countless trophy asset transactions with the industry's leading companies in the nation's biggest markets. He is deeply invested in the real estate tax field and continues to educate himself on the ever-changing rules as well as teach courses. He speaks at industry events, mentors aspiring CPAs, creates a networking presence on social media and writes many articles on tax issues, with hopes to teach graduate-level courses in the future.




KRISTEN BOIKE

HONIGMAN, LLP

Kristen Boike has become a force for change in her Chicago neighborhood as well as a welcome addition at Honigman LLP, which she recently joined as a partner in the real estate department. Throughout her career, she has guided clients on real estate transactions, counseled companies and universities, participated on multidisciplinary teams, represented landlords and tenants and served as a formal mentor. She also works with community leaders and stakeholders on various affordable housing, land use and safety and crime issues, while advocating for developments and neighborhood improvements. Through her partnership with the city, she identifies opportunities to shape the areas where people live, work and play, while being a constant resource to her clients.

Congratulations, Ian Christ. One of *Real Estate Forum's* 50 Under 40.



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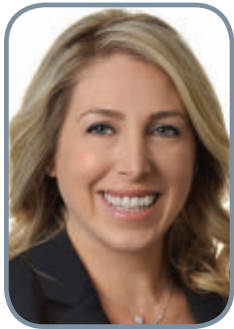




DEB BOUCHER

CUSHMAN & WAKEFIELD

A top producer nationally for Cushman & Wakefield, Deb Boucher has dedicated her 17-year career to providing clients with the very best support. As executive director, she represents prominent firms in high-profile deals throughout Raleigh-Durham, one of the fastest-growing regions in the US. With experience in various sectors, she assists clients with acquisition, disposition and consolidation projects. She has closed 98 transactions totaling \$148 million in the past two and a half years, establishing herself as one of the leading brokers to represent technology and life science companies in the US. Having reached some of the highest levels of achievement in her field, Boucher is also a philanthropic leader and a champion for women in the industry.



DANA BRODY

JLL

Dana Brody started her career in 2003 as a standout broker. She is considered a trusted, respected property advisor with more than 16 years of experience in negotiating prices, creating marketing collateral and handling transactions from contract to close. She continues to grow market share as the SVP of JLL Capital Markets and head of the multi-family investment sales division for Los Angeles. Brody generated and closed more than \$75 million in sales last year, landing her on JLL's Top 15 Capital Market Brokers list in her first year at the firm. With a strong track record of achieving the highest prices for her sales, she is a well-known expert in her field, with more than \$500 million assets sold.



JASON BURCH

TRANSWESTERN COMMERCIAL SERVICES

As managing director at Transwestern Commercial Services, Jason Burch is equally passionate about his professional duties and his philanthropic aspirations. Beginning his real estate career in 2004, Burch now represents a multitude of national and international companies. He has closed more than 400 leases in 15 countries and he has been involved in transactions totaling more than \$1.75 billion. He acts as a consultant on artificial intelligence, trends, location analysis and employment productivity to his clients, who have come to expect cost-saving strategies and maximum efficiency. He received the San Francisco 2018 Deal of the Year Award for the Historic Pier 70 redevelopment leasing assignment. Burch is also dedicated to giving back and supporting others, as he has found that philanthropy often provides just as much satisfaction as pursuing business opportunities.



IAN CHRIST

PGIM REAL ESTATE

Ian Christ joined PGIM Real Estate 15 years ago and he never left. As executive director and a member of the US Transactions team, he is responsible for sourcing new investment opportunities in the northeast markets by working with operating partners and investment funds to negotiate, structure and close transactions. He previously worked in Abu Dhabi, as part of a three-person team to establish the firm's Middle Eastern real estate platform. Christ has completed nearly \$3 billion in transactions across all asset classes and risk profiles throughout his career and he recently closed one of the largest industrial warehouse development deals in the firm's history.



DINO CHRISTOFORAKIS

AFIAA US INVESTMENT INC.

As the head of transactions for North America at AFIAA US Investment Inc., Dino Christoforakis is responsible for the transaction execution, portfolio and asset management of office and retail assets. Since 2011, he has originated, structured and executed \$2.6 billion across 41 acquisitions, eight dispositions and 7.6 million square feet, throughout North America, Europe and Australia. He strongly credits emotional intelligence as a necessity in the "people business" of commercial real estate, in order to build and sustain mutually beneficial relationships. With global perspective and technical qualifications, he plans to double AFIAA's North American footprint in the future.



SETH DAVENPORT

VOIT REAL ESTATE SERVICES

Seth Davenport consistently makes the list of top earners at Voit Real Estate Services year after year. As executive vice president, he represents investors, landlords and owners to achieve objectives and offer results. Drawn to the complexity of commercial real estate, Davenport quickly realized that he possessed the skill set of a broker. He and his partner have leased or sold more than 3.9 million square feet of space since the beginning of 2018. Earlier this year, he and his team completed the sale of the largest ground-up industrial development project in Orange County, CA of 10 buildings encompassing 900,000 square feet. Davenport also serves on the firm's board of directors to assist in ensuring the company's future success.



TAYLOR DAVIS

GBX GROUP LLC

As VP of real estate originations at GBX Group LLC and a member of the firm's executive committee, Taylor Davis examines hundreds of complex deals annually to identify potential historical preservation projects that are legally permissible, physically possible and economically feasible while considering parcel size, construction costs and use. Davis holds a

deep knowledge in real estate law, tax law, zoning law, architecture and construction and uses this expertise to weave together intricate deal factors. Exhibiting perseverance, patience and an "all-in" mentality, Davis travels more than 180 days a year, cherishing strong relationships as many deals can take more than 10 years to finalize. He routinely participates on industry panels in his limited personal time.



BRIAN DE LOWE

PROPER HOSPITALITY

Brian De Lowe set out to co-found Proper Hospitality when he realized there was a demand for vibrant, eccentric high-end hotels. As president of the company which offers design, branding and operational services for luxury hospitality experiences, De Lowe is responsible for finding and developing buildings in relevant neighborhoods, while overseeing the brand. He tracks travel

trends and strategically partners with design, food and beverage and health and wellness professionals to bring the one-of-a-kind hotels to life. With three new hotels opening this year in competitive markets, he continues to grow his company where guests have memorable experiences, the hotels are culturally relevant and the brand gives back to the community.

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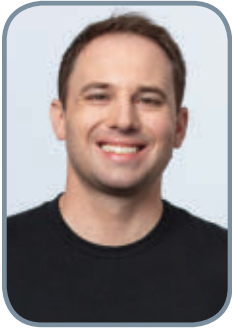
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MICHAEL DEGIORGIO

CREXI

Understanding the importance in providing speed and transparency to the deal-making process for commercial real estate, Michael DeGiorgio launched CREXi, an open platform and marketplace for industry members. As co-founder and CEO, DeGiorgio has made a significant impact on the industry. CREXi is one of the fastest-growing marketplaces in the industry and is used by

more than 300,000 professionals per month to transact and source deals. The site has hosted more than \$700 billion in transactions to date. With less than 10 years in the industry, DeGiorgio steers CREXi's business across multiple revenue streams as he continues to grow the platform.



DILLON DUMMIT

SAVILLS

Dillon Dummit's deep knowledge of supply chain, logistics and manufacturing intricacies allow him to identify operational efficiencies when representing warehouse and manufacturing end-users. As senior managing director at Savills, Dummit handles the selection, evaluation and negotiation of leases and other transactions. As he does so, he analyzes labor force data,

utility rates, transportation optimization and economic incentives to give clients the best competitive advantage. Throughout his 15-year career, he has completed more than 30 million square feet of transactions in 29 states and seven countries, totaling in excess of \$2 billion. In addition, he has served on the Cresa Orange County board of directors as one of its youngest members.



JOHN EGNATIOS-BEENE

STROOCK & STROOCK & LAVAN

As former general counsel on the New York City Board of Standards and Appeals and former in-house counsel at the New York City Department of Buildings, John Egnatios-Beene has in-depth knowledge on the intricacies of the city's land use and zoning processes. He is now a special counsel for Stroock & Stroock & Lavan, serving as a business advisor to his clients. He

oversees some of the most complex, high-profile development projects in New York, advising on land acquisitions, property deals, leases and zoning. Representing developers, he is responsible for obtaining approvals, preparing applications and working with architects and planners on city-defining projects, while serving on various New York City zoning committees.



SAL GARCIA

MAS DEVELOPMENT GROUP

As a first-generation Cuban-American born in an underserved urban community, Sal Garcia has the ability to see the potential for debilitating neighborhoods. Starting his first construction company at 17 years old, Garcia now sits as the founder and managing director of MAS Development Group, where he takes on large-scale urban redevelopment projects in largely ignored areas.

He sources deals and partnerships, liaises with city officials and manages inner-city properties, growing his company into a full-service firm. He views dilapidated structures as potential-filled blank canvases and uncovers the positives, where others see demolition and crime-riddled areas. He currently has more than \$250 million under development.



GEMMA GELDMACHER

BERKADIA

As a senior director and member of Berkadia's affordable housing mortgage banking team, Gemma Geldmacher is responsible for originating national multifamily loans, while leveraging the firm's data sources, network of experts and municipal banking access. She provides financing solutions to multifamily owners through LIHTC and HUD programs and she has been a part of key

transactions securing significant HUD loans for the firm. Recently ranked sixth across the firm's production network, she continues to take on new challenges. Geldmacher moved from her decade-long underwriting career to mortgage banking origination in 2016, as the firm's fourth female originator. Sparking Berkadia's commitment to strengthen the ranks of female underwriters and producers, she is committed to mentoring and supporting young women within the industry.



JAMIE GEORGAS

CBRE

Joining CBRE in 2005 as an entry-level research analyst, Jamie Georgas quickly transcended through several promotions and leadership ranks, including the youngest managing director in CBRE history in 2011, nearly tripling the firm's historical revenues. She was named global chair of CBRE's law firm practice group in 2016 and she was selected as one of the most prominent

business leaders in Chicago in 2017. Most recently, she was promoted to the youngest senior managing director of the firm's downtown Chicago office, where she runs the region's overall business, leading 400 professionals and 200 brokers while overseeing revenues in excess of \$200 million. She manages the firm's brokers and occupier business, recruits professionals, pitches new business and handles client development, establishing herself as a dynamic business leader.



COLIN GILLIS

PASSCO COS.

Colin Gillis has been instrumental in driving in Passco Cos.' growth over the past four years. As VP of acquisitions - East, he is responsible for sourcing and guiding acquisitions from start to finish, evaluating more than 300 assets annually, monitoring properties, overseeing the firm's regional operations and forging relationships with brokers, owners, developers and partners. Gillis' acquisitions currently represent more than 60% of the firm's portfolio.

Upon his first year at Passco, the Southwest purchase volume set a national single-year acquisition record for the firm by nearly 20%. In 2017, he spearheaded a \$101.5-million multifamily acquisition, one of eight transactions that he sourced that year and the second largest single-asset transaction in the firm's history.



JARED GREEN

LANGAN

Jared Green is often called upon for his cost-effective, sustainable engineering expertise by major developers and leading designers for projects throughout his field. Green has spent his entire professional career at Langan, quickly ascending from staff engineer to senior associate / vice president. As the firm's youngest shareholder and executive, he serves as the geotechnical project manager on developments throughout the Northeast. Currently leading more than 40 multidisciplinary projects, he meets with developers at all stages of deals, from inception and due diligence through construction completion. He monitors analyses and inspections, while solving design complexities such as potential foundation challenges, to successfully develop high-profile, "must-see" landmarks. He has been the keynote commencement speaker at his alma-maters, and he regularly organizes and participates in panels, presentations and technical lectures at universities around the world.



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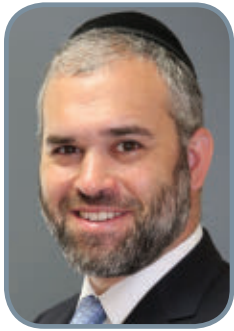
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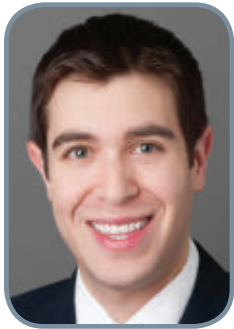
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BENJAMIN GREENSTEIN

CAPITAL REALTY ASSOCIATES

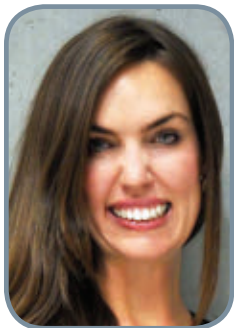
As president of Capital Realty Associates, Benjamin Greenstein spends much of his time assisting new investors by walking them step-by-step through procedures to ensure they have a comfortable deal process. Greenstein expresses a deep interest in each client, developing personal relationships and advising on financial and environmental issues, while ensuring business objectives are met. He founded his brokerage firm in 2009 and built the company from the ground-up to focus on investment sales in the multifamily sector. He has successfully expanded the firm's business into more than nine counties in New Jersey, while heavily involved in the firm's marketing and development efforts. In 2018, he completed a \$130-million transaction of 66 buildings, while representing both the buyer and seller.



NOAM HABERMAN

GIBSON, DUNN, & CRUTCHER LLP

With clients such as Goldman Sachs, Deutsche Bank and Blackstone, Noam Haberman serves as counsel to real estate finance firms and banks who consistently turn to him as an expert deal-maker for guidance on complicated deals and representation on the syndication and acquisition of loans. Promoted to partner of Gibson, Dunn, & Crutcher LLP at the age of 33, Haberman handles several high-profile New York transactions such as the nearly \$1.13-billion in financing for the TSX Broadway project, and \$750-million in financing for the One Wall Street project. Haberman has closed a balance sheet of loans totaling more than \$5 billion since the beginning of 2018, while currently engaged in deals valued at more than \$2.5 billion.



ELIZABETH HART

NEWMARK KNIGHT FRANK

Elizabeth Hart is an undeniable force in Silicon Valley. With extensive knowledge on technology companies' real estate and culture demands and extremely well-versed in San Francisco's zoning and entitlement processes, Hart assists clients in aligning their needs with the city's future direction. As vice chairman at Newmark Knight Frank, she works with clients, tenants and landlords to anticipate and resolve complex challenges at each stage of their growth cycle. She spearheads regional and national leasing strategies for the firm and advises on mixed-use and community focused developments. With countless industry and company awards throughout her 15-year career, Hart holds an impressive client list including Uber, Pinterest, Stripe, Zendesk and BitTorrent.



TIM HUTTER

ALLEN MATKINS

Tim Hutter is regularly looked upon by senior colleagues and business/community leaders as a valuable resource and a trusted voice on affordable and mixed-income housing policy in California. Recently fulfilling his goal to become a partner at Allen Matkins' San Diego office, Hutter practices in the firm's litigation and land use groups, focusing on real estate disputes including contract, construction, joint venture, entitlement, land use and landlord/tenant litigation. He has successfully represented high-profile clients in the California Court of Appeal and the California Supreme Court. He also advocates for key development and policy issues in his role with the City of San Diego's Historical Resources Board.



RYAN JOHNSON

SRS REAL ESTATE PARTNERS

Ryan Johnson joined SRS Real Estate Partners as his first full-time position out of college, and through his entrepreneurial skills and passion for problem solving, he has steadily expanded his leadership responsibilities within the firm. Serving as SVP, managing principal and co-market leader for the Dallas / Fort Worth brokerage team, he specializes in retail tenant representation and disposition services while developing new business. As the shopping center industry evolves, he continues to work with top brands, city officials and property owners to create positive community outcomes. A highly respected broker, Johnson closed 23 disposition deals in 2018, totaling more than \$42 million in value for national tenants such as JCPenny, Target and Walgreens. He is consistently recognized as a top achiever at the firm.



AYUSH KAPAH

HKS REAL ESTATE ADVISORS LLC

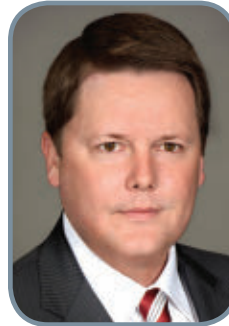
Ayush Kapahi has carved out a spot in the intermediary brokerage industry with a vibrant platform that he launched in 2011. Co-founder of HKS Real Estate Advisors LLC, Kapahi structured and then expanded the brokerage, with more than \$800 million in loan requests. Since its inception, the firm has secured \$16 billion in loans for new developments, acquisitions and refinancing deals. Kapahi has personally secured \$1.4 billion in loans within the past year. Kapahi's follow-through and attention to detail is considered unequalled; without ever losing sight of the big picture, he never lets go of a transaction until it is complete.



KURT KAUFMAN

BRIXTON CAPITAL

Kurt Kaufman's extensive experience in operational and transactional procedures for various property types helped propel him to the role of COO of Brixton Capital. Previously, Kaufman spent more than a decade at the Abbey Co., doubling its portfolio size, before founding Blue Sky Basin Realty Partners in 2014, where he achieved \$64-million in property investments. Kaufman currently manages and oversees company operations, while assisting with financial capitalization to expand the firm's platforms. Leading multiple departments, he is consistently praised for his analytical skills and ability to coordinate teams toward a common goal. He recently executed a \$51-million transaction for the firm in a fraction of the time usually allotted. Throughout his career, he has overseen and participated in more than \$2 billion worth of commercial property transactions.



TRAVIS LAND

NAI PARTNERS

The youngest person in NAI Partners' history to make partner, Travis Land is among the most successful industrial real estate brokers in Houston. Completing hundreds of transactions throughout his 15-year brokerage career, he works on deals from tenant and buyer lease and sales, to property dispositions and build-to-suit representation assignments. Consistently recognized as a star in the industry, he has landed on the firm's esteemed top five highest-producing brokers lists ten times and he has been named the top No. 1 producer in the firm's industrial division. Additionally, he is the president of the Houston/Gulf Coast Chapter of SIOR, and he also serves as the firm's events committee chairman and philanthropy committee head.

CONGRATULATIONS JASON LOMBARDI

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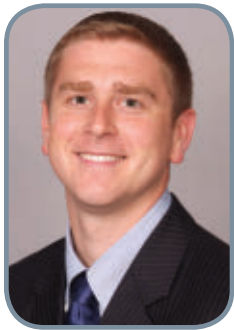


ADAM LEVIN

MARCUS & MILLICHAP

Adam Levin has closed more deals in Northern California than any other industry professional, personally facilitating more than \$3 billion in transactions. As executive managing director he serves as a wealth and investment advisor, specializing in investment acquisitions and value-driven asset management. He founded the Levin Johnston team of Marcus & Millichap in 2010 and under

Levin's leadership, the team has closed more than 465 transactions, including \$700 million in investment sales in 2018 alone. Levin additionally launched a self-storage advisory group as part of his team last year to broaden and diversify multifamily investors' portfolios.



JASON LOMBARDI

HAUTENSKY CAPITAL PARTNERS

Jason Lombardi has single-handedly grown Hutensky Capital Partners' investment fund business. Upon joining HCP in 2008, he created the firm's fund accounting, investor relations and financing functions from scratch, while growing the firm's staff and portfolio. Starting as an entry-level accountant, he now serves as CFO, providing a high-level of intelligence on institutional

fund aspects, while mastering property level retail dynamics. He has raised, invested and managed two additional subsequent funds for the firm, while managing strategy, accounting, debt procurement, investor relations, properties and \$350 million in institutional funds. He has made himself indispensable, instilling confidence in the staff to increase the firm's efficiency, productivity and performance.



ALVIN MANSOUR

MARCUS & MILLICHAP

Alvin Mansour is consistently ranked among Marcus & Millichap's top agents. As executive managing director of investments in the firm's Institutional Property Advisors Division, he also heads the Mansour Group, covering the western institutional retail markets. Through his vision, he has helped transform the net-lease commercial brokerage landscape, growing the firm's presence into untapped markets and expanding the reach of local investors to national markets. He and his team handle the listings and dispositions of more than 250 properties at any given time, completing \$485 million across 182 transactions last year alone. Over the course of his 15-year career, he has sold more than \$5 billion in investment properties.

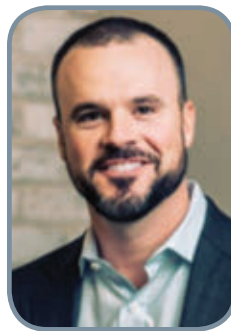


KYLE MATTHEWS

MATTHEWS REAL ESTATE INVESTMENT SERVICES

Kyle Matthews is successfully changing the corporate brokerage structure and inspiring others along the way. As the No. 1 producing agent globally for Colliers International in 2014, Matthews founded his firm in 2015 determined to instill a new type of industry culture. Regarded as a top brokerage firm and one of the best places to work, just four

years after its inception, Matthews Real Estate Investment Services offers a creative, encouraging atmosphere where everyone's ideas are supported. As chairman and CEO, Matthews has created a 200% growth rate in the firm's revenue, with seven offices, 200 employees and thousands of transactions closed. Through his adaptability, motivating worth ethic and sharp business skills, he constructively pushes employees out of their comfort zones to provide the best services for clients.

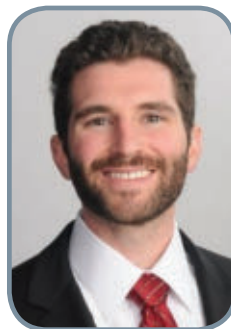


CHARLIE MENTZER

CAPITAL ONE MULTIFAMILY FINANCE

Charlie Mentzer's extraordinary production volume for Capital One Multifamily Finance speaks for itself, however his commitment to his clients is equally impressive, focusing on each client to provide a personal touch. Mentzer leads the firm's Southeast team as SVP, working with Fannie Mae, Freddie Mac and the firm's balance sheet to provide the best pricing and structure, while leveraging

internal and external relationships. Throughout his 16-year career, Mentzer has originated \$3.5 billion. With a deal volume of more than \$500 million so far this year, he plans to close out 2019 with \$800 million to \$1 billion in originations.



BRENDEN MILLSTEIN

CARBON LIGHTHOUSE

Brenden Millstein co-founded Carbon Lighthouse with one goal in mind: stop climate change. Recognizing that commercial and industrial buildings make up 40% of carbon emissions domestically, Millstein and his partner set out to reduce the industry's waste while increasing operating profits. As an expert in physics, engineering and business, Millstein has provided clients with \$250

million in profits while eliminating the emissions of eight power plants in under 10 years. As CEO, Millstein has grown the mission-driven company to more than 100 professionals across 19 states. He is responsible for overall vision, strategy, external relations and capital markets, and is often praised for his ability to break down complex concepts into clear, actionable goals. The company has worked on 700 buildings with a 90% repeat business rate, doubling revenue and impact every year, while working with partners such as Tesla and Stanford University.



JUSTIN PIASECKI

AVISON YOUNG NEW YORK

Justin Piasecki is well-known among industry leaders due to his substantial amount of financing deals. As principal for the debt, joint venture and structured capital group of Avison Young New York, Piasecki is responsible for capital raises, loan portfolio sales and securing credit for bridge lenders, globally. He has played an integral role in growing the firm's division, through arranging transactions, developing client relationships and solving complex issues. Just this year, he has secured a \$220-million construction loan, a \$125-million bridge loan and an \$86-million bridge loan for various property developments. In 2017, he arranged the financing for the \$450-million acquisition and repositioning of the 1.8 million-square-foot JCPenney headquarters.



REUBEN ROBIN

CONCORD VENTURES

Standing out in the competitive Los Angeles market, Reuben Robin is well recognized for his determined abilities and his passion for creating. With ethical integrity and aggressive negotiation strategies, he was personally responsible for \$350 million in multifamily investment sales in the first five years of his career, quickly earning him national recognitions and awards. Robin now serves as principal and founder at his firm, Concord Ventures, where he employs more than 70 professionals, oversees multiple divisions and sources opportunities to add to the firm's \$750 million investment portfolio that spans thousands of apartment units, nationally. Robin currently has three projects under development totaling more than \$170 million, and as he puts it, "we're just getting started."



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Bellwether Enterprise is a national, full-service commercial and multifamily mortgage banking company, connecting profit to purpose. As a subsidiary of Enterprise Community Investment, Inc., we support its mission of advocating, creating and preserving affordable housing in thriving communities.



MATTHEW RYAN

BRIXMOR PROPERTY GROUP

Matthew Ryan started out as a retail broker at Legend Properties. Upon numerous promotions as the firm's top grossing agent, he was named partner in 2010, before the age of 30. He joined Brixmor Property Group in 2013, where he has served as the company's most productive leasing professional. Recently promoted, he now oversees leasing, reinvestment activities and 23 million square feet of

open-air retail properties. While managing a team of more than 70 professionals, he implements property enhancements to ensure community relevance. He works directly with local residents and municipal representatives to share ideas, while making a significant impact on the firm's success through advanced property leases, cultivated partnerships and a contagious passion for generating exceptional results.

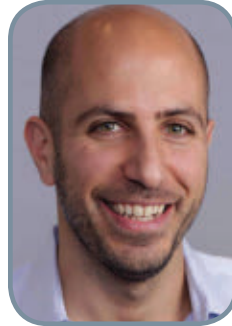


SHARONE SABAR

MARCUS & MILLICHAP

Starting his career as an intern at Marcus & Millichap Capital Corp., Sharone Sabar was hired by the firm as a full-time loan analyst and promoted to a loan originator one year later. He is

now among the firm's first financing professionals to be elected to the position of senior managing director, capital markets. Sabar's unfailing commitment to the mortgage banking business and his ability to analyze financial data, allows him to provide exceptional value to his clients. With deep operational understanding, he is able to comprehend lenders' needs, while responsible for securing commercial debt and equity financing on all property types. He managed to close 142 loans in 2016 valued at more than \$438 million.



RICHARD SARKIS

REONOMY

While working in the financial services sector, Richard Sarkis discovered the fragmented commercial real estate data landscape. An avid entrepreneur, he seized the opportunity to launch a data platform in 2013, to alter the way industry professionals consume, understand and access intelligence. As CEO and co-founder of New York City-focused Reonomy, Sarkis works closely with clients and prospective partners and oversees business growth to

continuously expanding offerings. He has raised nearly \$70 million in venture capital for the firm; \$46 million of which was raised in 2018 alone. He founded a second platform in 2017, which now covers more than 50 million properties nationally, and he recently led negotiations to incorporate additional leading platform members, such as CBRE, Avison Young and Cushman & Wakefield.

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TABITHA SATTERFIELD

TEN-X COMMERCIAL

Over the last seven years at Ten-X Commercial, Tabitha Satterfield has executed its mission to fundamentally change and simplify transactions through digital transformation. As senior director of the Broker Channel at the firm, Satterfield is responsible for expanding platform engagement with top brokerage firms and industry partners throughout the US. With a data-

centric approach and years of experience in capital raising, advisory, market analysis and underwriting, she holds a unique understanding and a solid foundation for clients' needs and technology's impact on business. As part of the technology and transactional evolution, she incorporates and analyzes data to develop insights and increase revenue for partners. She helps maximize exposure, minimize risk and close more deals while offering an efficient and transparent deal process.

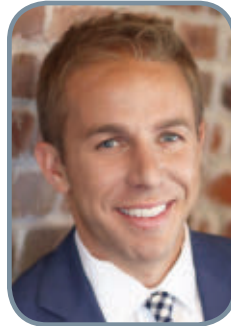
OLIVER SEIDLER

PROPERTYFORCE

With unwavering passion and a clear vision to create a real estate investment company, Oliver Seidler founded PropertyForce in 2006. Offering a streamlined process and an innovative business model for sellers and investors, he created a multi-million dollar business, which completed more than 850 deals in 2018 alone. With many professional achievements, Seidler considers his



greatest accomplishment to be the reinvented company culture of his organization, namely a space conducive to the success of the agents through thoughtful planning and strategic guidance. Through his leadership style and passion to inspire others, he fosters personal and professional growth for team members while growing the brand in a cultivated atmosphere where everyone is inspired to thrive.



JOSHUA SIMON

SIMONCRE

Relentlessly committed to learning the industry from a young age, Joshua Simon began his career as an 18-year-old intern. He worked as an independent contractor, developer and leasing associate for six years, before founding the full-service development company, SimonCRE in 2010 at the age of 24. As CEO, Simon directs daily operations and development activity and facilitates

growth strategies to diversify the company's tenant mix. He has successfully grown the firm to 27 employees and 150 developed properties across 20 states totaling \$120 million a year.



LEAH STEARNS

CBRE

Considering the average age for new Fortune 500 CFOs is around 51-years-old, Leah Stearns is a highly-regarded, advanced executive, as the 39-year-old CFO of CBRE. She handles financial management, operational leadership and international accounting, while serving as a member of the firm's Global Operating Committee. She has risen rapidly in her career through a number of senior leadership roles across corporate and operational finance. Prior to recently joining CBRE, she held roles increasing her responsibility at American Tower Corp., where she was the CEO of the company's EMEA Division, before serving as CFO to the company's US tower division, leading financial operations for a portfolio of \$4 billion in revenue and \$2.9 billion of operating profit.



MJ VUKOVICH

BELLWETHER ENTERPRISE

MJ Vukovich gained early entry into the manufactured housing community business, learning from his father at a young age, before being recruited by the country's largest MHC REIT after college.

With an objective to improve lives and significantly impact affordable housing, Vukovich is viewed as a national expert and a go-to resource within the niche market. As SVP at Bellwether Enterprise, he is one of the firm's top producing loan originators. He created the firm's MHC business presence, from about \$20 million to \$30 million, to more than \$5 billion in just four years. He facilitated the largest MHC CMBS transaction in history in 2015 for a \$145-million facility and he has been involved in more than \$1 billion in transactions in an industry with an average property size of \$4 million.



BRAD WAITE

CAPITAL ONE MULTIFAMILY FINANCE

Brad Waite's extensive underwriting experience and substantial production volume allow him to stand out among his counterparts. Drawn to the tangible nature of real estate, Waite previously spent 13 years as a finance agency underwriter, and two years running Capital One underwriting departments. Using his deep knowledge of transactional structures, he develops creative solutions that best suit his clients. A year into his new role as SVP at Capital One Multifamily Finance, he has closed more than \$500 million in 2019, alongside his partner. A deadline-oriented professional, Waite leverages internal and external relationships to continuously grow a loyal client base while building out the firm's Southeast originations team.

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Real Estate Forum reaches a vast audience of commercial real estate professionals in both print and digital versions. Our Resource Guides and Directories are a proven way to tap into those industry executives with decision making and purchasing authority.

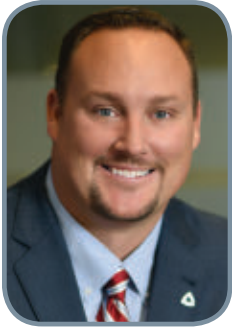
Directory/Guide Lineup for 2019

Nov/Dec

- FORUM Plus 2020 Debt & Equity Guide
- Professional Real Estate Services Resource Guide



Elena Acosta, Directory Sales | eacosta@alm.com | 212.457.9744



RUSTY WILLIAMS

LEE & ASSOCIATES

With a competitive attitude and strong work ethic inherited from his former professional football career, Rusty Williams refuses to be outworked. He joined Lee & Associates in 2003 and now sits as a principal and shareholder for the firm, serving as an executive board member for nearly a decade. A proven asset to the firm's North San Diego division, Williams is consistently recognized as a top producer and broker, outperforming his counterparts regularly. He has completed more than \$950 million in transaction volume throughout his 16-year career. A relentless competitor with unparalleled drive, he appreciates the ability to work with a wide variety of professionals and businesses.

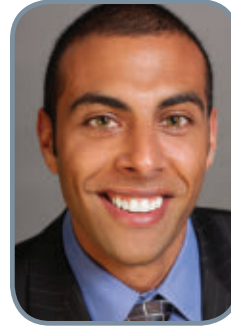


JANE WU

PANORAMA HOLDINGS LLC

After an extremely successful career in investment banking, Jane Wu decided to follow her entrepreneurial spirit and create her own real estate development and investment firm. She founded Panorama Holdings in 2012, which has grown exponentially, with countless

award winning projects. As president, she oversees company operations and nurtures the growth of all US and China team members. She is committed to building projects that create a better place to live, work and play, through her vision and strategic planning. Passionate about economic development on local, national and international levels, she has led her company to establish a pipeline of projects totaling more than three-million square feet in the Greater Charlotte area.



PAUL ZAKHARY

THE BASCOM GROUP

Starting as an 18-year-old acquisition and asset management intern with the Bascom Group in 2005, Paul Zakhary now works as SVP and principal of portfolio operations at the firm. Making use of his background in finances, legal, marketing and entrepreneurship, Zakhary oversees and manages renovation projects, property distribution analysis, portfolio tax appeals and investment dispositions. He also serves as the director for the firm's foreign capital market platform. His tenacity has earned himself a prominent track record and an extensive footprint in asset management. He has overseen more than 50 multifamily communities in his career and he has executed nearly \$250 million in renovation projects and \$980 million in investment dispositions, valuing \$1.9 billion.

CONGRATULATIONS RUSTY WILLIAMS

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