

Real Estate Forum

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50 UNDER 40

The New Class of
CRE's Rising Stars

2018

FEATURING

APARTMENTS' NEW ALGORITHM

TOP INFLUENCERS IN MULTIFAMILY

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50 UNDER 2018

The New Class of Commercial Real Estate's Rising Stars

It's one thing to have a successful career, but it's another thing altogether to reach a remarkable level of success in the early part of one's career. But that's the predominant thread tying this year's class of 50 Under 40 together.

The members of this diverse group have very different backgrounds, upbringings, educational attainments and even family histories. Some come from long-standing families heavily involved in real estate, while others had no such background and changed the direction of their careers after starting in other fields. Some have built businesses from the ground up, while others are instrumental in the current success of their companies. Many also take time out of their schedules to make notable contributions to their communities or charitable causes.

Whatever their past experiences, they all share the common traits of tenacity, intelligence and forethought. These emerging leaders are combining tried and true methods of relationship building along with new ways of doing business. Indeed, they have set the bar for excellence while many are still in their 30s.

Culled from an already-impressive initial list of nearly 400 young commercial real estate leaders, the rising stars who made the short list are already establishing their presence in the industry.



JULIAN FREEMAN, 38
Partner
Cox, Castle & Nicholson LLP
Irvine, CA

Known as a powerhouse dealmaker for prominent institutional landlord clients, Julian Freeman became the youngest partner at CCN upon being elected to the role in 2016. He routinely handles some of the most complicated lease transactions in the Western US

on a first-chair basis, often opposite *Fortune* 500 companies, averaging some 200 deals per year totaling more than two million square feet. Freeman currently manages portfolio leasing for more than 50 million square feet of office, industrial and retail projects, supervising a team of associate lawyers and paralegals working on up to 50 transactions at any given time. He has served in various leadership roles both outside of the firm and within, including as a member of CCN's skills development committee overseeing the internal continuing education program, as well as the associate, recruiting, marketing and research advisory committees.



DANIEL J. GALVAN, 34
Principal
Coldwell Banker Commercial Rio Grande Valley
McAllen, TX

Daniel Galvan was only 22 when he became licensed to practice real estate but he moved quickly to become one of the market's top producers and "go-to" brokers. By the time he was 25, he earned his broker's license,

took part in the acquisition of the Coldwell Banker Commercial franchise for the Rio Grande Valley, and obtained the CCIM Designation. Soon after that, he was named Coldwell Banker Commercial's Rookie of the Year, and for every year since 2012, he was named to CBC's Circle of Distinction. As the principal broker of the company, he handles both recruitment and transaction management, closing some 100 transactions per year. He currently oversees a leasing portfolio of over 2.5 million square feet of office, industrial and retail space and serves as lead property manager for another 125,000 square feet.



JIMMY GOODMAN, 39
Partner
The Boulder Group
Wilmette, IL

Under Jimmy Goodman's guidance, the Boulder Group has been ranked among the top 10 US companies for single-tenant retail transactions by Real Capital Analytics and CoStar for the past six years. Throughout his 15-year career, he's worked on the sale

of more than 500 net lease transactions aggregating \$3.1 billion in value. On an annual basis, Goodman is involved in an average of 100 transactions valued approximately \$400 million, on behalf of high-net worth individuals, developers, public and private REITs, partnerships and institutional investment funds. To date in 2018, he has closed on the sale of approximately \$262 million of net lease assets occupied by major credit tenants. Outside of real estate, he is involved in the construction and capital campaign for the Bernard Zell Anshe Emet Day School.



STEVE GROETSEMA, 33
Partner, Midwest Region
Bridge Development Partners
Chicago

A strong work ethic coupled with resilience and an ability to be a "jack of all trades" helped Steve Groetsema rise from analyst to partner at Bridge Development within just eight years. His ability to lead and execute with creativity and certainty has contributed

significantly to Bridge's success, making it one of the most active developers in Chicago. Since taking on the role of director of leasing and development in 2012, Groetsema has sold more than 5.5 million square feet of industrial product, with an additional 3.6 million feet under development, including seven O'Hare redevelopments totaling 3.1 million square feet that are valued at \$485 million-plus. Groetsema, who has earned multiple industry recognitions, serves on the board of directors of NAIOP and as a mentor for the NAIOP Developing Leaders Program.



JENNY HAEG, 37
Vice Chairman, Advisory & Transactions
CBRE
San Francisco

Nicknamed the "startup whisperer," Jenny Haeg has nearly two decades of CRE experience advising a star-studded roster of startups and technology companies. Much of her success is attributed to her ability to understand and maintain clients' cultural identities as

their businesses scale. When she founded Custom Spaces, after serving as the youngest SVP in the history of the CAC Group, it was the first and only female-founded CRE firm in San Francisco history. Also at that time, there was no other Bay Area firm focused on technology startups such as Airbnb, Square, Medium, Instacart and Spotify. Under her guidance as CEO, the firm soon expanded to provide real estate solutions for tech companies in markets such as New York, Los Angeles, Tokyo and London. In her current role at CBRE, which acquired Custom Spaces in 2017, she represents high-growth startups and tech companies in the Bay Area and nationally.



ADAM W. HOOPER, 37
Chief Executive Officer
RealCrowd
Portland, OR

In less than five years, Adam Hooper grew his firm from a start-up to one of the leading online investment platforms in the country. He worked in CRE for over a decade before entering the tech world, during which time he launched three national platforms for invest-

ment sales and brokerage. He also served as a partner at a leading capital markets firm, where he was integral in over \$1 billion in joint venture equity transactions. When Hooper founded RealCrowd in 2013, it was one of the first crowdfunding companies for commercial real estate. Since then, the platform has helped 20,000-plus investors take part in more than \$4.5 billion worth of commercial real estate transactions. RealCrowd remains one of the only online investment platforms in the US that offers direct investment in real property. Last year, Hooper launched a podcast on commercial real estate investing that has generated more than 125,000 downloads.