

Forty Under Forty

Meet the Rising Stars of Florida Real Estate

The next generation of Florida commercial real estate professionals is already hard at work. Despite one of the toughest markets in anyone's memory, plenty of younger professionals are handling transactions that would likely make their elder colleagues flinch.

Real Estate Florida salutes these 40 individuals who are rising to the top of their professions, including brokerage, development and law. Some you may already be familiar with, while others you will read about for the first time. In any case, it appears that the future of commercial sectors is in good hands. — **Carl Cronan**



BRYAN BARTLETT, 34
Vice President
Grubb & Ellis/Phoenix Realty Group
Jacksonville

Bartlett is consistently one of the top industrial brokers in Northeast Florida and is an active member of the company's management. He has brokered 10 million square feet in transactions valued at \$500 million and has managed and leased an industrial portfolio of over two million square feet.



JOHN CROSSMAN, 37
President
Crossman & Co.
Orlando

Crossman heads one of Central Florida's largest retail leasing and management firms, handling more than \$1 billion in transactions over the past 17 years. He holds several key leadership positions with ICSC and is involved in real estate programs at the University of Florida and Florida State University.



P.J. CUSMANO, 35
Director
Integra Realty Resources
Tampa

Cusmano is an accomplished real estate appraiser and consultant, as well as a noted specialist in all types of multifam-

ily properties, including student housing. As a partner of the firm, he is responsible for marketing, procurement, production and review of various real estate valuation and counseling assignments.



DAVID DUCKWORTH, 34
Vice President
Rowley Group
Fort Lauderdale

Duckworth has sold more than one million square feet of property over the past eight years, including a \$3.7-million office deal earlier this year. He is a leader in commercial real estate as well as the community, currently organizing an effort to remodel a home that is used to temporarily house homeless families in Fort Lauderdale.



IRIS ESCARRA, 35
Attorney
Greenberg Traurig
Miami

Escarra has worked on rezoning of land, comprehensive plan amendments, planned unit developments, special permits and drafting of legislation on various projects throughout Miami-Dade County. She has also assisted in affordable housing projects throughout her hometown of Miami, including 200 units along the Miami River, 500 units in Little Haiti and 200 units in North Miami.



REBECCA FURMAN, 33
Partner
Lowndes Drosdick Doster Kantor & Reed
Orlando

Furman was the lead land use attorney for Winter Garden Village at Fowler Groves, which included creating a DRI and other entitlements for over 1.1 million square feet in west Orange County. She has also assisted Wal-Mart Stores and General Growth Properties with entitlements.



VANESSA GROUT, 30
VP of Acquisitions
New Valley LLC
Miami

Grout directs the Vector Group subsidiary's involvement in acquiring properties statewide. She is at the helm of New Valley's strategic growth plans, and has researched and analyzed all types of commercial and multifamily real estate. She is also licensed to practice law in Florida.



JOSE GONZALEZ, 35
VP-Land Planning & Entitlement
Flagler Development Group
Coral Gables

Gonzalez's top achievements include closing the sale of the 733-acre Lakeland Central Park and helping solidify the deal with Bacardi USA to take new headquarters space in Coral Gables. He also helped obtain entitlement for a Beacon Commons, a mixed-use development in Doral.



NICK HAMANN, 27
Manager, Real Estate Development
Rockefeller Group Development Corp.
Miami

Hamann was involved in the acquisition and development of the 29-acre Lake Mary office site as well as the Lakeland Speedway industrial distribution site. He also serves as co-chair of the Brickell section for the Downtown Miami Master Plan Task Force.



MATTHEW GOODMAN, 35
Principal
CresaPartners
Miami

Goodman was involved in more than 392,000 square feet of office space transactions in 2008 and works with clients such as Merrill Lynch, HSBC and Great American Hangar Co. He has 11 years of real estate experience and has been involved in transactions exceeding \$100 million, and has demonstrated exemplary leadership while handling larger clients.



SCOTT HENLEY, 32
VP-Office Division
Coldwell Banker Commercial Benchmark
Jacksonville

Henley has \$190 million in real estate transactions to his credit, is recognized as a top commercial broker in the Jacksonville market and has been CBC Benchmark's top local producer for four years in a row. His community involvement includes Business Buddies, Habitat for Humanity and Ronald McDonald House.



SHELTON GRANADE, 35
First Vice President
CB Richard Ellis
Orlando

Granade's Central Florida Multi-Housing Group has closed more than \$1.5 billion in local apartment sales over the past three years, claiming more than half the area's market share in 2007 with \$572 million. The group posted \$181 million in sales last year. Granade is recognized for his depth of capital relationships and transaction management expertise.



GREGG ICKES, 32
Principal
CNL Commercial Real Estate
Orlando

Ickes has leased over one million square feet of industrial transactions with Trammell Crow Co. and was promoted to director of property management and leasing, growing the platform to 35 million square feet. He is one of CNL's youngest principals and his recruiting efforts helped CNL expand from 13 to 50 associates among four offices.



MATTHEW GREER, 31
CEO
Carlisle Development Group
Miami

Greer leads Florida's largest developer of multifamily affordable housing in Florida and is credited with completing 733 units in 2008. He takes tremendous pride in moving countless families into apartments that they can afford, while at the same time pursuing a for-profit business model.



MATTHEW KESTERSON, 37
VP of Investments
Marcus & Millichap
Vero Beach

Kesterson has been recognized as one of Marcus & Millichap's top agents nationally and top multifamily agent in the Southeast. He focuses exclusively on representing buyers and sellers, closing nearly \$400 million with institutional and private investors.



AVERY KLANN, 33
Partner
Apartment Realty Advisors
Boca Raton

Klann is considered a market leader and go-to multifamily investment sales specialist in South Florida. He has completed over \$3.5 billion in sales and is currently marketing distressed multifamily opportunities through ARA's Distressed Assets Solutions Group. He also serves on the board of the University of Florida's Center for Real Estate Studies.



SEAN LANCE, 38
Managing Director
NAI Tampa Bay
Tampa

Lance specializes in multifamily development and investment sales and is one of the youngest managing directors for all major real estate firms in Florida. He is also a founding member of the NAI Global Multifamily Group and led his team in 2008 to capture 25% of Tampa Bay multifamily market share.



JASON LICHTSTEIN, 34
Shareholder
Akerman Senterfitt
Orlando

Lichtstein serves as president-elect of the Florida Brownfields Association and was instrumental in drafting and lobbying legislation last year. He served as lead environmental attorney for the 90,000-acre Babcock Ranch in Southwest Florida and was also involved in the historic sale of 70,000 acres to the state.



SONNY MAKEN, 33
President
The Maken Group Inc.
West Palm Beach

Maken established his firm four years ago after laying the groundwork starting at age 24. He has closed over \$110 million in transactions the past two years. He previously interned for former House Speaker Dennis Hastert and worked for the FBI in Washington, DC.



DOUGLAS MANDEL, 37
Associate VP Investments
Marcus & Millichap
Fort Lauderdale

Since joining Marcus & Millichap in 2004, Mandel has completed at least \$350 million in investment transactions. He closed \$91 million last year, including the \$22-million sale of a Cypress Creek office portfolio, despite challenging market conditions. He is credited with providing his clients insight into local and national market conditions.



MICHAEL MAS, 33
VP Joint Ventures
Regency Centers
Jacksonville

Mas led Regency's Capital Markets group in closing 10 mortgages totaling \$250 million last year and is instrumental in managing the retail REIT's \$5-billion co-investment portfolio. He was also actively involved in managing the liquidation of two of Regency's original ventures with Macquarie CountryWide of Australia.



WILSON McDOWELL, 27
Industrial Specialist
Colliers Arnold
Orlando

McDowell has recorded some of Colliers Arnold's largest industrial sales since joining the company four years ago, involved with leasing and selling over 1.7 million square feet. His colleagues say he works tirelessly for his clients, both landlords and tenants, and his desire to win is infectious.



NITIN MOTWANI, 30
Principal and Managing Director
Miami Worldcenter Group
Miami

Motwani assembled a world-class team of employees and consultants to realize the vision for a 30-acre, 20-million-square-foot mixed-use development in Downtown Miami. He grew up in real estate by way of his family's hotels in Fort Lauderdale.



DAVID MURPHY, 37
Senior VP Industrial Properties
CB Richard Ellis
Orlando

Murphy is a recognized market leader in corporate representation and industrial investment sales. He has been named NAIOP of Central Florida Industrial Broker of the Year for six consecutive years and seven times in the past decade. He is also a certified appraiser.



LAUREL OSWALD, 37
Vice President
Transwestern
Miami

Oswald currently leads the expansion of Transwestern's leasing and property management services into Broward County. Her assignments include the repositioning of 110 Tower, a 30-story class A office building in Downtown Fort Lauderdale, as well as Griffin Corporate Center, a new class A office building in the Interstate 95 corridor.



MARK PATEMAN, 36
Associate
Cushman & Wakefield of Florida
Palm Beach Gardens

Pateman has closed 43 lease transactions totaling over 258,000 square feet in Palm Beach County over the past two and a half years. His 10 years of experience includes agency leasing, corporate service tenant representation and investment sales.



CORALEE PENABAD, 35
President
Liberty Pointe Advisors
Coral Gables

Penabad is widely respected for handling high-profile projects such as a complex refinancing for the 67-story Marquis luxury condo-hotel in Downtown Miami. The Cuban-American is also an attorney with experience in real estate, bankruptcy, litigation and finance.



CHARLES PENAN, 28
Director
Aztec Group Inc.
Miami

Penan participated in more than \$100 million of successful transactions last

year, including the \$41-million refinancing of Tower Shops, a 380,000-square-foot retail power center in Davie, and a \$26.7-million credit facility for Emerald Grande, a 280-unit fractured condo-hotel in Destin. He is an active member of ICSC.



GEORGE PINO, 38
Vice President
Flagler Real Estate Services
Miami

Pino completed more than 900,000 square feet in lease and sales transactions last year, valued at over \$35 million, including a 118,000-square-foot deal at AMB Beacon Centre. He is currently overseeing leasing and marketing for more than three million square feet of office and industrial properties in Miami-Dade County.




EDWARD REDLICH, 35
Vice President
ComReal
Miami

Redlich joined ComReal in 1994 and most recently served as president of the CCIM Miami District. He is also the youngest local member of the Society of Industrial & Office Realtors, and is recognized as an early adopter of commercial real estate technology and savvy Internet marketing.

CONGRATULATIONS
David Sobelman
Executive Vice President

on being selected as one of
Real Estate Florida's
40 Under 40

Calkin recognizes David for his leadership
and commitment to our clientele.



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INTEGRA Realty Resources
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Local Expertise...Nationally

Integra Realty Resources - Tampa Bay

CONGRATULATES

P.J. Cusmano
on being named one of
Real Estate Florida's
Top 40 under 40!



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SCOTT RENAUD, 37
Principal
CNL Commercial Real Estate
Orlando

Renaud has been successful at combining engineering, property management, leasing and ownership into one targeted approach. He was successful in reducing costs at CNL Center I & II by more than \$215,000 annually.



RASHID SIAHPOOSH, 38
Vice President
Transwestern
Miami

Siahpoosh capitalizes on a unique background in business consulting, marketing, sales and finance to offer a comprehensive approach to tenant representation for mid-size offices. His 15-year entrepreneurial background includes helping launch an Internet software company.



ESTRELLITA SIBILA, 29
Associate
Weiss Serota Helfman Pastoriza Cole & Boniske PL
Miami
Sibila is the first attorney in Miami-Dade

County to obtain the LEED AP credential from the US Green Building Council. She has devoted her time to educating the community and other lawyers about green building and sustainability, presenting seminars to the Dade County Bar as well as University of Miami law students.



MATT SMITH, 38
VP and General Counsel
Lake Nona Property Holdings LLC
Orlando

Smith is involved in all major transactions in the 7,000-acre development of regional impact in Southeast Orlando. His accomplishments include managing various development issues related to the property's 600-acre medical city, entitlement strategy, legislative affairs and ongoing strategic planning.



DAVID SOBELMAN, 37
Executive Vice President
Calkain Cos.
Tampa

Sobelman has been with Calkain since its inception and opened its Southeast office three years ago, making it the region's only firm specializing in net lease investment brokerage. He has since procured over \$300 million in net lease listings.

Marcus & Millichap
Real Estate Investment Services

Marcus & Millichap congratulates
Matthew Kesterson,
Douglas Mandel
and **Alex Zylberglait**
on being recognized as one of
Real Estate Florida's 40 Under 40.



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CNL Commercial Real Estate

CNL COMMERCIAL REAL ESTATE CONGRATULATES
GREGG ICKES & SCOTT RENAUD
ON BEING RECOGNIZED AS TWO OF
FLORIDA'S TOP 40 UNDER 40




Great job guys! We are proud of your efforts and leadership. Both of you were critical to the start of our company and we are grateful for your continued commitment to our firm.

CNL Commercial Real Estate is comprised of a veteran team focused on investment, development and real estate services in commercial markets throughout the United States. The firm operates within the CNL family of companies, a privately held global real estate company. Since its inception in 1973, CNL has formed or acquired companies with more than \$21 billion in assets in all 50 states, including office, industrial, hotel, retail, restaurant, senior housing and lifestyle properties.

www.cnl.com/commercial



WILLIAM VANOS, 37
Partner
Lowndes Drosdick Oster Kantor & Reed
Orlando

Vanos' practice focuses on all aspects of commercial real estate acquisition and development. Over the past three years, he has assisted clients with more than \$400 million in resort property acquisitions.



JARED WEINER, 30
Principal
PEBB Enterprises
Fort Lauderdale

Weiner has been involved in the design, development and construction of several commercial projects, such as the \$45-million Shoppes at Isla Verde in Wellington, totaling 210,000 square feet. He is credited with taking the point on PEBB's development activities before reaching age 30.



JAY WHELCHER, 38
Vice President
Flagler Real Estate Services
Palm Beach

Wheelchel recently completed the \$97-million sale of an eight-building portfolio

at the Florida Atlantic R&D Park and has completed more than \$200 million worth of third-party investment sales transactions over the past three years. Community involvement includes the Greater Boca Raton Chamber of Commerce, George Snow Foundation and the Boca Blue Group.



TODD ZEHNER, 39
Chief Operating Officer
Lowe Destination Development
Palm Coast

Zehner manages the operating assets and staff of Lowe Enterprises' hospitality development subsidiary. He has also been involved in the acquisition, entitlement and development of \$75 million in resort projects including the 500-acre Hammock Beach and 1,000-acre Sawmill Creek golf course community.



ALEX ZYLBERGLAIT, 37
Associate VP Investments
Marcus & Millichap
Miami

Over the past nine years, Zylberglait has been involved in the sale of more than \$1.5 billion in real estate transactions and was recognized as the top agent in the Miami office in 2006, 2007 and 2008. He was ranked second nationally in the company's National Office and Industrial Properties Group last year. -RUE

Rockefeller Group Development Corporation

is pleased that

Real Estate Florida

has selected

Nick Hamann

as one of the

40 under 40.

Edgar C. Jones, Jr.
Vice President and
Regional Development Officer/Florida
Rockefeller Group Development Corporation

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Congratulations David! The Rowley Group Team is pleased to congratulate David Duckworth on his selection to Real Estate Florida's 40 under 40 Honor.