



LIPSEY'S 2025 COMMERCIAL REAL ESTATE'S BEST 50

Presented by

THE LIPSEY COMPANY

International Leader in Training &
Consulting for the Commercial
Real Estate Industry

Lipsey's 2025 Commercial Real Estate's Best 50

For 25 years, The Lipsey Company has conducted the Top 25 Brand Survey which recognizes the top firms in the world of commercial real estate. With over 2,000,000 votes cast, countless focus groups, and regular market surveys, the Top 25 represents the most carefully curated list of best-in-class firms.

As we approach the Silver Anniversary of the Top 25, we had an epiphany. What makes a Top 25 firm? The people, of course. For those brands that consistently show up year after year, who are the people that made that achievement a reality? In that spirit, we are proud to introduce Lipsey's Best 50.

For the inaugural year, we have focused on commission-based producers. Like the Top 25 Brand Survey, our approach to inclusion is holistic. Certainly, all these individuals produce substantial revenue, but they are more than that. Their contributions are myriad to their teams, companies, industries, and communities. They have shaped the brokerage industry into what it is today.

In conjunction with the launch of Lipsey's Best 50, we will bring you the companion podcast where we will interview these individuals, expanding their legacies and broadening their impact on our beloved industry.

As we look to future years, we will have a nomination process, so the industry has a voice to tell us who should be recognized. We will also have categories for non-brokerage professionals whose impact is equally meaningful to commercial real estate. For now, we invite you to view the 2025 Best 50 and join us in thanking them for decades of dedication.

Tim Rios

Chief Learning Officer
The Lipsey Company

Lipsey's 2025 Commercial Real Estate's Best 50

Salt Lake City, UT



Dana Baird

[Executive Managing Director](#)

C&W | Institutional

Dallas, TX



Danny Baker

[Vice Chairman & Managing Director](#)

CBRE | Multifamily

Birmingham, AL



Will Baker

[Managing Director & Senior Vice President](#)

Walker & Dunlop
Multifamily Finance

Dallas, TX



Will Balthrope

[Executive Managing Director Investments](#)

IPA | Multifamily

Bethesda, MD



Tom Birnbach

[Vice Chairman](#)

Cresa | Occupier Services

Houston, TX



Lisa Bovermann

[Senior Vice President](#)

Transwestern | Healthcare

Washington DC



Joe Brennan

[Executive Managing Director](#)

JLL
Government Investor Services

Los Angeles, CA

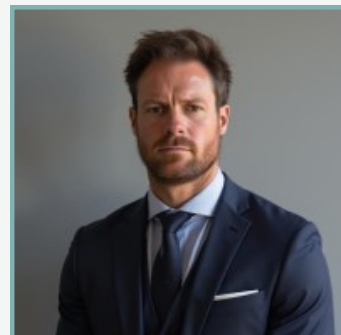


Dana Brody

[Managing Director](#)

Marcus & Millichap
Investments

Atlanta, GA



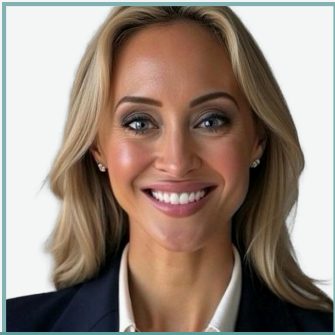
Darren Bulter

[Managing Director](#)

NAI | Industrial

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New York, NY



Sarah Cafaro

Senior Director

Avison Young
Capital Markets

Austin, TX



Charles Cirar

Vice Chairman

CBRE | Multifamily

Seattle, WA



Bill Condon III

Vice Chair

Colliers | Industrial

Phoenix, AZ



Craig Coppola

Founding Principal

Lee & Associates
Tenant & Landlord Rep

Austin, TX



Rachel Coulter

Managing Director

Stream Realty | Office

Phoenix, AZ



Sean Cunningham

Vice Chairman

CBRE | Multifamily

Milwaukee, WI



Ralph DePasquale

Managing Director

Berkadia | Multifamily
Investments

Miami, FL



Manny De Zárraga

Executive Managing Director

JLL | Capital Markets

Las Vegas, NV



Dan Doherty

Vice Chair

Colliers | Industrial

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Los Angeles, CA



Brian Eisendrath

Executive Managing Director

IPA | Capital Markets

McLean, VA



Jay Farmer

Executive Managing Director

JLL | Tenant Rep

Washington DC



Ryan Goeller

Principal

KLNB | Industrial

Boston, MA



Robert Griffin

Co-Head of U.S. Capital Markets

Newmark

Los Angeles, CA



Matthew Heyn

Vice Chair

Colliers | Integrated Advisory

Palo Alto, CA



Stanford Jones

Executive Managing Director

Marcus & Millichap
Investments

Atlanta, GA



Robert LaChapelle

Vice Chairman

CBRE | Debt & Finance

West Palm Beach, FL



Matthew Lawton

Executive Managing Director

JLL | Investment Sales

Ontario, CA



Darla Longo

Vice Chairman

Managing Director

CBRE | Investment Sales

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Dallas, TX



Mike McDonald

Senior Managing Director

JLL | Office

New York, NY



Philip McKnight

Managing Director

Eastdil Secured
Investment Sales

East Rutherford, NJ

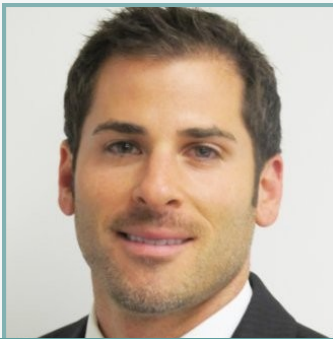


Andy Merin

Executive Vice Chair

C&W | Investment Sales

Mount Laurel, NJ



Scott Mertz

President

NAI | Industrial/Flex

Los Angeles, CA



Janet Neman

Executive Vice President

Kidder Matthews | Investment

Indianapolis, IN



Hannah Ott

Vice Chairman

CBRE | Multifamily

Los Angeles, CA



Anita Paryani-Rice

Senior Managing Director

IPA | Capital Markets

Atlanta, GA



Will Pike

President of U.S. Industrial &
Logistics Capital Markets

CBRE

Chicago, IL



Keely Polczynski

Senior Managing Director

Newmark | Capital Markets

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McLean, VA



Dale Powell

[Vice Chair](#)

C&W | Tenant Rep

Houston, TX



Tim Relyea

[Executive Vice Chairman](#)

C&W | Office Leasing

Tucson, AZ



Barbi Reuter

[CEO](#)

C&W PICOR

Baltimore, MD



Bill Roohan

[Vice Chairman](#)

CBRE | Multifamily

Washington DC



Mindy Saffer

[Managing Principal](#)

Cresa | Tenant Rep

Chicago, IL



Rob Schmidt

[Managing Director](#)

JLL | Tenant Rep

Washington DC



Nicholas Seidenberg

[Managing Director](#)

Eastdil Secured
Investment Sales

Atlanta, GA



Jodi Selvey

[Vice Chair](#)

Colliers | Tenant Rep

New York, NY



Darcy Stacom

[Co-CEO](#)

StacomSilverstein
Capital Markets

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New York, NY



Tara Stacom

Executive Vice Chair

C&W | Leasing

Newport Beach, CA



Mark Strauss

Managing Director

Walker & Dunlop
Investment Banker

Phoenix, AZ



Will Strong

Executive Vice Chair

C&W | Capital Markets

Indianapolis, IN



George Tikijian III

Vice Chairman

CBRE | Multifamily

Newport Beach, CA



Phil Voorhees

Vice Chairman

CBRE | Private Capital

Calgary, AB



David Wallach

President & CEO

Barclay Street
Investment Sales

Columbus, OH



Dan Wendorf

Vice Chairman

JLL | Leasing

Ontario, CA



Patrick Wood

Vice Chairman

JLL | Industrial

Atlanta, GA



Will Yowell

Vice Chairman

CBRE | Capital Markets