

Real Estate Forum

An **ALM** Publication

JULY/AUGUST 2017

WOMEN OF INFLUENCE

2017 HALL OF FAME

When REAL ESTATE FORUM launched the Women of Influence Hall of Fame in 2014, we inducted nine industry superstars whose names—and reputations—are well known throughout the business. Since then, the number of professionals who have earned the distinction of becoming Hall of Famers has doubled to 18.

This year, we're bringing the total number of inductees to 25. When you take into account the overall number of professional women we have profiled since we launched our annual Women of Influence feature 24 years ago (more than 1,200, with some repeat winners, if you're counting), being selected for the Hall of Fame is quite an achievement.

All of these women are undoubtedly legends in their respective fields and markets, not to mention the broader commercial real estate community, which has long been dominated by men. Most, if not all of them, were the only woman in the room when they began their careers and, through the years, have risen in the ranks to a spot in the C-suite or are running their own organizations. And each of these professionals has been profiled as a Woman of Influence at least five times (and sometimes, more) on the pages of FORUM.

If that wasn't remarkable enough, all have taken their experiences, connections, successes and knowledge to help the next generations entering the field. Countless professionals today have been, and continue to be, mentored by the women on these pages, who serve as role models even to those they don't mentor directly.

Without further ado, here are the seven very deserving success stories being inducted into our Wol Hall of Fame this year.



LAURIE A. GRASSO

In the past 12 months alone, Laurie Grasso, partner at Hunton & Williams LLP, has closed deals worth in excess of \$1.8 billion. From advising Pebblebrook Hotel Trust in its \$217.5-million sale of the 618-room Manhattan NYC hotel, to representing Cove Property Group in the \$330-million acquisition and development of 441 Ninth Ave. in Manhattan, she has been busy.

She helped to launch Hunton & Williams' New York practice in 2012, joining Carl Schwartz, who now serves as practice co-lead, as the firm's inaugural real estate lawyers in the city. Five years later, Hunton & Williams now has one of the city's premier CRE practices, with a close-knit team of attorneys hand-picked by Grasso that handles some of the biggest deals in Manhattan and beyond.

While her deal work is impressive, she plans the firm's annual New York real estate gala, which regularly draws more than 300 clients. She also serves as a mentor for younger lawyers, both one-on-one and by coordinating weekly training sessions.



Apart from the firm, Grasso is a co-founder of Real Women of Real Estate, an organization that serves as a network to create opportunities for female professionals. Additionally, she's an active supporter of the Windward School for children with learning differences and Rebuilding Together, an organization that improves the residences of low-income homeowners.

2017 HALL OF FAME INDUCTEES

The seven individuals inducted into the Hall of Fame this year join an exceptional roster of commercial real estate professionals as listed below.

Tere Blanca, Blanca Commercial Real Estate
Sherry A. Cushman, Cushman & Wakefield
Laurie A. Grasso, Hunton & Williams LLP
Melanie Meyers, Fried Frank
Lori Schneider, Marcus & Millichap
Ann Sperling, Trammell Crow Co.
Jan Sternin, Berkadia Commercial Mortgage LLC

PREVIOUS HALL OF FAME INDUCTEES

The seven individuals inducted into the Hall of Fame in 2017 join an exceptional roster of commercial real estate professionals. Here are the 18 power players that have been inducted into the Hall of Fame since 2014, many of which are still making their mark on the CRE scene.

Karen Bellantoni, RKF
Debra Cafaro, Ventas Inc.
Faith Hope Consolo, Douglas Elliman
Annemarie DiCola, Trepp Inc.
Ann Hambly, 1st Service Solutions
Sharon Harper, Plaza Cos.
Laurie Lustig-Bower, CBRE Group Inc.
Jean Kane, Welsh and Colliers International
Darla Longo, CBRE Group Inc.
Golfie B. Wolfe Miller, Millbrook Corporate RE Services
Jeanne Myerson, The Swig Co.
Daun Paris, Eastern Consolidated
Sonia Ransom, Allen Matkins
Carol Rosenthal, Fried, Frank, Harris, Shriver & Jacobson LLP
Rosemary Scanlon, NY University Schack Institute of Real Estate
Darcy Stacom, CBRE Group Inc.
Tara Stacom, Cushman & Wakefield Inc.
Mary Ann Tighe, CBRE Group Inc.