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Fifty Under 40: Under 40

There are countless reasons why we think commercial real estate is the best industry to make a career. Of course, we may be a bit biased. But even...

By Erika Morphy | October 07, 2020



There are countless reasons why we think commercial real estate is the best industry to make a career. Of course, we may be a bit biased. But even so, we clearly are not alone. Following are our picks for the annual 50 Under 40 awards—our list of rising young stars in the industry that we feel compelled to call out for their achievements. But while we think that CRE is the best industry to be in, we are under no illusions about what it takes to be No. 1. These men and women have all brought something unique to the table, to say nothing of hard work and a winning attitude, thus meriting their inclusion in this year's list.

HENRY "TRIPP" ALEXANDER, III COLLIERS INTERNATIONAL

Beginning his real estate career as an intern in college, Henry "Tripp" Alexander III quickly transitioned to specialize in industrial brokerage. Driven by an unwillingness to fail, Alexander treats each transaction as a unique project while serving as partner and director of industrial services at Colliers Alabama. Focusing on industrial tenant representation, site-selection and marketing services within North-Central Alabama, Alexander successfully executed \$97 million in transactions in 2018. Through a proven track record in



GEORGANN C. ROWE

MDH PARTNERS LLC

One of few women within the industrial sector, Georgann Rowe has become, over the course of her 15-year career, a leading expert in this space. With past experience in industrial portfolio operations, leasing and acquisitions, most recently serving as GLP's VP, where she implemented asset management strategy for its robust Dallas and Phoenix industrial portfolios, Rowe now utilizes her established industry connections in her current role as director of acquisitions at MDH Partners LLC. Since joining the firm in October 2019, Rowe has closed \$56.2 million in acquisitions, totaling 656,161 square feet. She continues to procure deals and expand MDH's pipeline throughout the Western markets.



DOMINIC SERGI

CLEAR HEIGHT PROPERTIES

Dominic Sergi grew up surrounded by commercial real estate work. He gained hands-on experience in his family's construction business early on in life, before formally learning the industry as a broker at Transwestern, where he was involved in transactions totaling more than \$100 million. Sergi then launched Clear Height Properties, where he puts to work his acquisition acumen to recognize niche asset classes and focus on facilities for growing businesses and users. As CEO and partner, Sergi has led his team to acquire \$100 million in assets since 2018. He continues to provide wealth-building opportunities for investors, as well as employees, while actively impacting his community through involvement in charitable and civic initiatives.



JOSH SIMON

LEE & ASSOCIATES, WASHINGTON DC

Attributing his piqued industry interest and all of his successes to his father's guidance, Josh Simon has transitioned from a landlord leasing agent into a development and middle market sales professional over the course of his 13-year industry career. Simon is currently responsible for leading the growth and development of the Washington DC and Northern VA region for Lee & Associates. As president of the firm's Washington, DC office, Simon recruits brokerage professionals and builds brand recognition within the region, while arranging investment sales ranging in individual deal size from \$2 million to \$40 million. He conducted \$160 million in transactional volume in 2019, and his efforts have been recognized by the city of Alexandria.



MACKENZIE SIMS

PLATT/WHITELAW ARCHITECTS INC.

Mackenzie Sims has worked tirelessly toward her goals in the architecture field. As project coordinator at Platt/Whitelaw Architects' San Diego office, Sims is currently involved in designing a whole site modernization for an elementary school while collaborating with the school's principal and overseeing the construction bid process. She got her master's degree at NewSchool of Architecture + Design, where she earned an American Institute of Architects San Diego Design Award and executed a thesis project on school environments and childhood creativity, which she has since translated into a published book on evidence-based principles that support student engagement and creativity within a space. Combining her research work in architecture and neurology with her experience in project management and client coordination, Sims continues to push the boundaries of architecture's possibilities.

LOGAN SOYA

AQUICORE

Seeking to disrupt traditional processes with the mission to empower commercial real estate professionals, Logan Soya founded commercial real estate software company Aquicore in 2012. Aiming to help clients