

Profile

Floyd takes long-term approach to apartment industry

by Jennifer Hayes

When it comes to commercial real estate, Ryan Floyd's a lifer.

"I'm absolutely unwavering in my commitment to this industry and this company. I'm a lifer," said Floyd, senior vice president of Unique Properties Apartment Group, part of Unique Properties LLC-TCN Worldwide.

"I have a passion for building relationships and a need for independence, and brokerage is a perfect career fit."

After graduating in 2001 from Metropolitan State College with a major in communications and a minor in psychology, Floyd started his career in television with the ultimate goal of being a sports broadcaster.

"It wasn't fulfilling enough for me," Floyd said of his budding television career, which included working as floor director of the morning news show at Channel 9 and the Winter Olympics in

Salt Lake City. "At that point, I went to my father-in-law, who was in commercial real estate, and asked him what he liked about the industry."

And Richard Thomas' answer of independence and working on your own behalf was all Floyd needed to hear.

In 2002, Floyd joined Marcus & Millichap. At the time, there weren't any senior brokers looking for junior brokers so he opted to start on his own and in apartments.

Over the next 10 months, Floyd made the most cold calls of anyone at the firm, which drew notice from fellow brokers but equated to little transactional success. That was, until Kevin Higgins asked Floyd to be part of his team at Marcus & Millichap.

The partnership – as well as the pair's move to Unique Properties in 2004, where they led the apartment group, which focuses on multifamily transactions up and down the Front Range – Floyd credits



Ryan Floyd

as revving up his career.

Over his career, Floyd has closed 162 apartment transactions that span properties from under 10 units all the way up to 200 units.

"I think I've turned into a good problem solver," said Floyd. "I'm passionate about forming long-term relationships and growing together with clients."

"I'm a long-term relation-

ship junkie," he continued. "I want a career and to have long-term relationships. Brokers get put in a box where they are characterized as getting in, getting it done and getting gone. But I'm not that guy. I'm about staying involved long after the transaction has closed. It's really my core belief."

While he acknowledges his career is still in its adolescence, he has learned that no one way of operating works for all transactions.

"I think what I've learned most is that one size doesn't fit all clients and transactions. You have to have a different approach with each client, each transaction to be successful," commented Floyd. "You have to understand their goals and once you achieve their goals, you achieve your own."

As well, "The most challenging aspect of commercial real estate are the ups and downs of not only the market but also day-to-day business.

But it also is what keeps me driven. Without the ups, there are no downs and without the downs, there are no ups," said Floyd.

Floyd is reluctant to be retrospective about his past and prefers to look to his future. But he credits the support of his wife, Christine, as well as the guidance of Thomas, Higgins and Unique Properties' Marc Lippitt and Scott Shwayder, in aiding his career.

Floyd, 32, is active with the Mile High United Way, Mile High Montessori and a member of Brokers Benefiting Kids. He and his wife have two sons, Brady, 3, and Dylan, 1. Outside the office, Floyd is an active runner and assistant coach for Brady's T-ball team.

However, "Now work is my hobby," Floyd laughs. "I love coming to work each and every day, hanging out with my colleagues and working collectively to get deals done." ▲

Who's News

During its 55th annual meeting, the **Downtown Denver Partnership** made the following leadership appointments and presented several awards:

For **Downtown Denver Partnership Inc.**, **Brad Buchanan**, Buchanan Yonushewski Group, was named chairman; **Ferd Belz**, Real Estate Generation, was named chairman-elect; **Travis Webb**, BKD LLP, was named treasurer; and **Meg VanderLaan**, MWH Global, was named secretary.

For DDP's **Downtown Denver Inc.**, **Bruce James**, Brownstein Hyatt Farber Schreck, was named chairman; **Cole Finegan**, Hogan Lovells US LLP, was named vice chairman; and **Walter Isenberg**, Sage Hospitality, was named secretary.

For DDP's **Denver Civic Ventures Inc.**, **Elbra Wedgeworth**, Denver Health, was named chairwoman; **Joe Vostrejs**, Larimer Square, was named vice chairman; and **Evan Makovsky**, Shames Makovsky Realty Co., was named secretary.

The Honorary Partner Award was given to **Steve Clark** of S.B. Clark Cos. For more than 20 years, Clark has provided insight and leadership to further the work of the DDP. As treasurer, vice chairman and chairman of Downtown Denver Inc. and the Downtown Denver Partnership boards of directors, his guidance was part of the success of the DDP during the 1990s.

The Downtown Denver Partnership's Volunteer Partners of the Year are selected on the basis of their civic leadership and contributions to both the Partnership and Downtown Denver. The following individuals received this award:

Jim Johnson, JG Johnson Architects, for his leadership on

the 16th Street Mall Plan's Technical Committee, public input sessions and stakeholder meetings that will help ensure this destination remains attractive, safe and vibrant.

Marc Spritzer, CoBiz Financial, for helping recruit and retain companies in downtown Denver through his leadership of the DDP's Economic Development Council, and for his involvement in planning the annual Urban Exploration Trip, which studies best case practices in economic development in other cities.

John Lindsay, Hard Rock Cafe Denver, for encouraging creative fundraising efforts for the Parade of Lights among downtown's hospitality industry, and leading the DDP's hospitality committee in effective cross-promotional opportunities to benefit the entire urban core.

The **14th Street Public-Private Partnership** was honored with the President's Award for the collaborative public-private partnership between the city and 14th Street property owners that successfully created the 14th Street District and securing \$14 million in funding for streetscape enhancements along 14th Street, from Market Street to Colfax Avenue. ▲

Warren Horvath joined **Continental Realty Advisors**, a privately held owner of multifamily housing properties nationwide, to head its acquisition efforts nationally.

Horvath has more than 10 years of housing investment and finance experience, is proficient in financial and partnership structuring of transactions, and has significant experience with the financial, tax, and legal and regulatory implications of multifamily housing. He most

recently served as president of Mercy Housing's Loan Fund, where he was responsible for overseeing the performance of its portfolio, developing new business, raising investor funds, managing staff and programs and for the overall strategic direction of the fund. Prior to joining Mercy, he was chief investment officer of a national, private, hybrid multifamily real estate investment trust based in New York, which acquired and/or financed more than \$650 million and 25,000 units during his tenure.

Horvath is active with several charitable and philanthropic efforts, has served as financial adviser to Habitat for Humanity International's capital markets program, and in 2008 was honored as a national young leader in housing by Affordable Housing Finance magazine. He holds a Bachelor of Arts in urban planning from Rutgers University's Edward J. Bloustein School of Planning and Public Policy. ▲

Margaret Danuser joined **Colorado Housing and Finance Authority** as the new director



Margaret Danuser

of corporate debt and investment management. Danuser will administer CHFA's existing bond portfolio, which currently stands in excess of \$3.6 billion. She will oversee CHFA's debt issuance, Treasury functions and serve as a member of CHFA's strategic management team.

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Community News



Catamount Constructors staff and family members participate in a walkrun to raise funds for Brent's Place.

Catamount Constructors employees run to support kids with cancer

A group of Catamount Constructors Inc. employees, principals and family members participated in the 22nd annual Brent's Place Kids Cure for Cancer 2010 5K Run/Walk July 25 at Washington Park in

Denver.

Brent's Place is the primary program of the Brent Eley Foundation. As the only housing facility approved by The

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JE Dunn helps with logistics for veterans wheelchair games

JE Dunn Construction and Triple C - The A Group, a Service-Disabled Veteran-Owned Small Business, assisted with layout and logistics planning for the recent 130th National Veterans Wheelchair

Games in Denver.

The event, co-presented by the Paralyzed Veterans of America and the Department of Veterans Affairs,

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Mortenson raises \$16,000 for Poudre Valley cancer foundation

Mortenson Construction joined with its business partners to raise \$16,000 for the Poudre Valley Hospital Cancer Foundation. This year's fundraising effort was part of the company's

recent golf tournament at Fox Hollow Golf Course in Lakewood.

"Our employees are very

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