

Real Estate Forum

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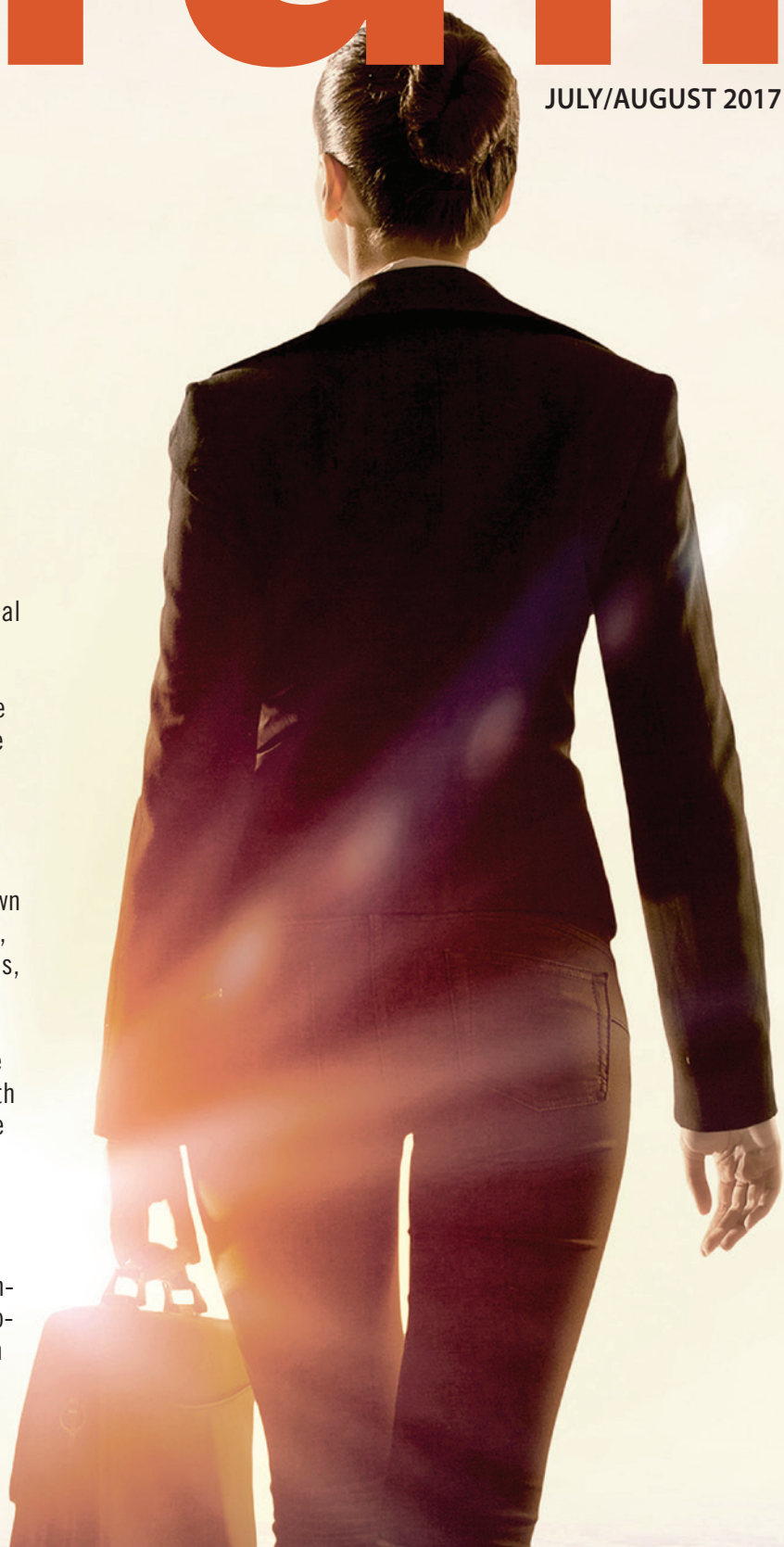
REAL ESTATE FORUM PRESENTS

WOMEN OF INFLUENCE 2017

Grit and tenacity sum up this year's roster of influential women. Using a playbook written almost exclusively by them, many of these extraordinary professionals embarked on commercial real estate careers at a time when this wasn't commonplace. Having climbed up the ranks to leadership positions within both public and private endeavors throughout the country, they're all resolved to surpass their prior achievements.

Another theme among these professionals is the superhuman pace of multitasking that women are known to have perfected. Many hold more than two positions, whether in the nonprofit, mentoring or personal arenas, in addition to their full-time obligations. And they do so effortlessly, often taking on additional duties simply because there is more work to be done. Those who have not had the privilege of crossing paths with these individuals would benefit from discovering the magic formula that keeps these impressive women motivated to grow and have an impact on the world around them every day.

REAL ESTATE FORUM is proud to present this year's roster of Women of Influence. Selected from hundreds of standout nominations, the 50 individuals profiled on the following pages are not only successful in their endeavors, but also serve as inspirations to nearly everyone they've touched in the worlds of both business and community.





RORI H. MALECH

Partner
Hunton & Williams
Washington, DC

It's not the number and size of deals that defines the most influential CRE attorneys, although Malech's one-year activity is impressive on both counts, at \$2.1 billion. She and the Hunton & Williams team are also known for their finesse and success in finding solutions for her clients. When traditional bank loans constricted and developers sought ways to bridge the gap between conventional debt and their overall cap-

ital needs, Malech and team utilized a preferred equity structure which she defines as "a blend between a traditional mezz loan and a JV investment." And, because breast cancer heredity is prevalent in Malech's father's family, she's vocal about its risks for men and their children.