*News Release*

Gebroe-Hammer Associates

2 West Northfield Road

Livingston, NJ 07039

Contact:         Carin McDonald / carin@cmmstrategic.com / 973.513.9580

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**Executive Managing Director David Oropeza Named a 2021 Multifamily Influencer by GlobeSt / RE Forum**

*35-Year Urban Transit Village Specialist Named to Elite Individual Recognition List*

**Livingston, N.J., November 9, 2021**– Gebroe-Hammer Associates Executive Managing Director David Oropeza has been named a [2021 Multifamily Influencer by *GlobeSt* and RE Forum](https://www.reforum-digital.com/reforum/october_2021/MobilePagedReplica.action?pm=1&folio=20#pg22), both of which are nationally respected commercial real estate industry publications. Oropeza, a 35-year multifamily investment brokerage veteran who launched his career with Gebroe-Hammer, was nominated by firm President Ken Uranowitz and ranked among the top individual multifamily professionals nationwide.

“Known for an innate ability to dissect numbers, exceptional deal-structuring acumen and tactical property marketing skills, David has – and always has had – a knack for matching the right buyer with the right investment opportunity,” said Uranowitz. “By focusing on emerging submarkets with untapped, ever-evolving potential, David’s expertise yields impressive sales. As a result, his name is at the forefront of some of the most significant deals – especially along The East Orange/Orange/Newark/Irvington pocket – whether they are high-profile redevelopments or small-to-mid-sized properties primed for significant repositioning.”

According to the publication, selections are made based on “skill and sector knowledge to drive a deal home” as well as achievements and impact on the industry. In addition to the individual category, Multifamily Influencers are named in the team and company categories. Oropeza was named to the latter in 2018 along with Uranowitz and Executive Managing Director Joseph Brecher for their executive leadership in expanding the firm’s geographic footprint.

“In addition to being one of the most respected and trusted brokers in the commercial real estate industry, David also is known for his humanity and kindness toward others,” added Uranowitz. “This is extremely rare in an industry where getting deals done is often prioritized over such traits, which speaks to his character and how he leads by example.”

Recognized as a top urban transit-village specialist with a market focus on New Jersey’s East Essex Corridor, Oropeza continues to dominate and handily outpace his competitive set. He specializes in every asset class, from value-add Class B/C workforce-housing product to new-construction Class A developments, spanning one of the Northeast’s highest barrier-to-entry metros and submarkets.

A sought-after New Jersey specialist who represents client interests regionally and nationally, Oropeza is consistently the go-to broker of choice for assets located in up-and-coming submarkets and metros undergoing a renaissance. During the past five years, as an individual he has arranged 90+ transactions involving over 6,500 units amounting to a combined $903.46M in sales, with a significant percentage falling into the value-add investment opportunity category.

Oropeza also has been instrumental in shaping the firm’s pandemic economic recovery strategy that has anticipated next-phase property owner and investor needs while shifting the firm’s business practices accordingly to market properties and close deals. Thanks to Oropeza’s seemingly unruffled composure in the face of so much uncertainty at the onset of the COVID-19 pandemic, YTD in 2021 he and Gebroe-Hammer’s senior executive leadership team have facilitated an impressive 94 deals involving 8,543 units sold for $1.32B – benchmarks that surpass any other local, regional or national multifamily brokerage firm.

As a result of Oropeza’s ability to close deals and sustain record-setting sales benchmarks, he has earned numerous firm and industry accolades. These include being recognized as a multi-year Gebroe-Hammer Associates Salesperson of the Year and Deal of the Year recipient, Commercial Real Estate Industry Leader, Multifamily Top Broker and Best of Multifamily’s Largest Deal category honoree (MidAtlantic Region). Rounding out these honors is one of the nation’s Top-25 Largest Single Multifamily Asset Sales of 2017 – the $166 million sale of The Duchess in North Bergen, a then-newly constructed three-towered 320-unit high-rise overlooking the Hudson River Waterfront.

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