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Nominations

Multifamily Influencers

Here are our picks for the top individuals, teams and companies in the multifamily sector from the past year.

By **Erika Morphy** | October 07, 2022 at 07:00 AM



Up until a few months ago, it appeared that multifamily had entered a golden age. Rents were rising, deals were closing and forecasters saw little difficulty in the medium term. To be sure, the asset class is still a strong one but with the rise in the cost of debt, the threat of a possible recession and asset pricing that has become muddled, some uncertainty has been injected into the landscape. For that reason, we give our kudos to the men, women, teams and companies that are navigating this environment. Careful judgments



must be made about underwriting, forecasting the ability of tenants to pay higher rents and, for developers, the ongoing difficulties with labor and supply chains. We have little doubt that the recipients we selected for our annual multifamily influencers are up for the challenge.

INDIVIDUALS



CLAY ANDERSON Throughout his 16-year career as an investment and multifamily associate at Colliers, Clay Anderson has ranked as the company's top producer in Idaho several times. He has transacted more than \$2 billion in commercial real estate and his dedication to business development and client success earned him multiple Everest Awards from Colliers, which recognizes the company's top 10% of brokers nationwide. Anderson frequently shares his knowledge on the multifamily sector and his insights regarding the future of the market as a speaker on panels for the Building Owners and Managers Association, ULI and Colliers. During the height of the pandemic, Anderson worked to communicate openly with his clients and he offered realistic and encouraging information to keep them on paths to success. Among his solid skillset is his ability to understand and adapt to an ever-changing market and help clients through a variety of market shifts, including pandemic shutdowns, rising interest rates and a possible recession. Throughout his tenure, Anderson has brought in many new business partners and interns whom he mentors within the field. He values working in the community and is actively involved as a coach and mentor, not only within commercial real estate but also in local youth sports.



member of NMHC's political action committee and he serves as chairman of NMHC's emerging leaders committee. He prides himself on having built a business that is relationship-focused, charitable and driven by a strong work ethic.



LEV MAVASHEV In 2014, Lev Mavashev founded Alpha Realty to address multifamily sales in the New York City market. Under Mavashev's guidance, the firm became one of the most active brokerage firms in commercial real estate and it is now one of the top 50 investment sales brokerages in the US, with more than \$5 billion in total sale transactions across more than 1,000 buildings throughout New York City. As principal at Alpha Realty, Mavashev leads a team of four brokers and two support staff in every aspect of the dealmaking process, from compiling extensive demographic and location information, to in-depth financial analyses. He is an authority on tax and zoning laws, as well as complex regulations surrounding the multifamily market in New York City. Recently, Mavashev was tasked with selling a Queens multifamily portfolio of 115 rent-regulated units. Faced with a limited buyer pool post-2019 rent laws, he was able to attract multiple investors and surpass the seller's asking price. His work has earned him a place among the city's top investment sales brokers and recognition as a CoStar Power Broker. In the past three years, the company has expanded its footprint beyond the Bronx to transact business in Brooklyn, Manhattan and Queens, where Mavashev is currently charting a course to open his second office. He also has ambitious plans to expand beyond New York City with offices in Miami and Tel Aviv. Mavashev is an active supporter of the Community Housing Improvement Program, the trade association for owners of more than 400,000 rent-stabilized rental properties across New York City,



as well as Small Property Owners of New York, a nonprofit organization of small property owners dedicated to providing and maintaining decent housing and advocating for sound policies that help the city and its residents prosper.



FERAS MOUSSA Feras Moussa and his partner, Ben Suttles, created Disrupt Equity, a real estate syndication firm focused on multifamily acquisitions, that was created from the desire to create safe, quality housing through strategic upgrades, hands-on

customer service-oriented management and targeted acquisitions in growing markets. Moussa takes on many responsibilities at Disrupt Equity as principal, including underwriting multifamily acquisitions, managing broker relationships, business development, multifamily operations, asset management, building investor relationships and raising equity for various open projects. In the past three years, Moussa and his team have bought more than \$400 million in real estate and the firm now operates more than 3,000 units across the Sunbelt region. Moussa shares his multifamily expertise with thousands of new, aspiring and current multifamily investors through podcasts, events, conferences and webinars. In addition to starting Disrupt Equity, Moussa and Suttles started Disrupt Gives in 2021, a nonprofit organization with a mission to provide rental assistance and financial education to struggling renters across the US, having seen first-hand the immense need and the impact rental assistance can make on people who are living paycheck-to-paycheck with no foreseeable way out of poverty or debt. Disrupt Gives also focuses on financial education by providing tenants with real-life tools needed to not just survive but thrive during tough times and to continue empowerment through building skillsets necessary to create long-term stability. Moussa's team at

