

# COMMERCIAL OBSERVER

JUNE 23, 2026

POWER YOUNG PROFESSIONALS ISSUE

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## Goooooal!

POWER YOUNG PROFESSIONALS 2026



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We admit to a touch of sports fever at Commercial Observer, but that's the case for the whole of New York City.

Maybe it was the FIFA World Cup coming to Gotham. Maybe we had a sixth sense that the New York Knicks were going to have a fairy tale season and win their first championship in more than half a century. Maybe we somehow knew that at the end of last week the New York Yankees would sit comfortably atop the AL East with more wins than any team in the American League. (However, the more left unsaid about the Mets, the better.)

Whatever the reason, it is highly fitting — because the real estate broker has much in common with the professional athlete: The ambition. The determination. The ability to think on one's feet. The energy and stamina.

Those last two qualities sometimes fade over time. But in the cradle of youth, when one's fate is unwritten and the world is at one's fingertips, that counts for a lot.

We've said this kind of thing before about the real estate mavens profiled in our Power Young Professionals issue: that they have the drive and endurance of a competitor. (And the connection has always been literal — this year there were college-level football players, soccer players, skiers, basketball players and lacrosse players among the honorees. Which is pretty much the case every year.)

They have the ability to zone out the noise and the enthusiasm to cry, "Put me in, coach!"

"Put me in, coach!" means something a little different in real estate — it means the discipline of forgoing Saturday plans to work on the redevelopment of LaGuardia Airport, as Samantha Trumbetti did; it's taking risks such as growing a company during the middle of the pandemic, like Eddie Bender; it's the confidence of Katherine Salvatori to advise on the \$8.1 billion Metropolitan Park in Queens.

But, pretty much all of this year's Young Professionals could be described in similar terms. They have goals. Which is what you want to hear from a city in the thick of a World Cup. —Max Gross

THIS PACKAGE WAS WRITTEN BY TOM ACITELLI, ANDREW COEN, CATHY CUNNINGHAM, GREGORY CORNFIELD, EMILY DAVIS, ISABELLE DURSO, JULIA ECHIKSON, LARRY GETLEN, MAX GROSS, MARK HALLUM, BRIAN PASCUS, NICHOLAS RIZZI, AMANDA SCHIAVO, AARON SHORT, PATRICK SISSON AND ZOE ROSENBERG. IT WAS EDITED BY ACITELLI, GROSS, CUNNINGHAM AND SKIP CARD. JIM SEWASTYNOWICZ ORGANIZED THE PHOTOGRAPHY. JEFF CUYUBAMBA AND ROHINI CHATTERJEE DESIGNED THE LAYOUTS. SECTION FEATURE PHOTOGRAPHS BY CHRIS SORENSEN



Matthew Gibbons.

## Matthew Gibbons, 38

Partner at Gibson Dunn

While other kids were off at summer camp, Matthew Gibbons accompanied his landlord-tenant lawyer father to his job.

"I spent a lot of my time in my dad's office and following him in court, so a lot of the people I knew were court personnel, court officers, clerks, judges and other lawyers," said Gibbons. "That was my universe at the time, so that stuck."

Gibbons graduated with honors from Lafayette College with degrees in mathematics and government and law in 2009, and from New York University School of Law in 2012. He joined Gibson Dunn that year intending to litigate, but found himself more intrigued by the collaborative nature of transactional work.

"In litigation, your job is to really stick it to the other side. That's just not consistent with my personality," said Gibbons. "I appreciated that in transactional practice, even when things get heated, the parties want to transact. At the end of the day, you have to find common ground or the deal won't get done."

Gibbons advises major financial institutions, private equity sponsors and institutional lenders on complex real estate finance transactions across all asset classes and throughout the capital stack.

Some of his recent projects have included a \$200 million loan-on-loan facility secured by pari-passu notes with an aggregate face value of \$250 million, representing a portion of an underlying \$407.6 million mortgage loan. Gibbons also advised on an approximately \$418 million construction loan for a luxury hotel and branded condominium development in Colorado that included approximately \$162 million in subordinate EB-5 financing.

Other significant projects for Gibbons have included a nearly \$580 million construction loan for a data center development in Virginia, and a \$700 million refinancing involving both mortgage and mezzanine components with a syndicate of senior lenders.

For Gibbons, the more complex the challenge, the more inspiring the project.

"The most rewarding experiences tend to be those where you're dealing with difficult counterparties," said Gibbons. "Helping your client see through all of it to get to that closing is very rewarding." —L.G.



Ali Gordon.

## Ali Gordon, 27

Vice president in consulting at CBRE

As a born-and-bred New Yorker, Ali Gordon has always been fascinated by real estate.

"You can see neighborhoods evolve and new developments change the skyline," she said. "I feel like I always had a front-row seat to witness that."

She joined CBRE as a financial analyst in 2020, in the midst of a global pandemic and fresh off the heels of earning her bachelor's degree at Cornell University's School of Hotel Administration.

Starting out in the slower market that COVID-19 brought allowed her to hone her analytics skills and market knowledge over time, Gordon said.

"It's been really awesome to see the recovery happen in real time, and to also work on a team that is at the forefront of developing these really unique strategies for our clients, because there was no playbook when the pandemic happened," Gordon said.

She was promoted to vice president of the firm's consulting group in March of this year. Her day-to-day work in consulting with clients involves building financial models, conducting market analyses, preparing lease abstracts, and supporting negotiations with data.

Gordon's work on luxury jeweler David Yurman's 150,000-square-foot headquarters renewal at 200 Hudson Street in 2024 marked her first major consulting assignment of that scale. With the company facing either a renewal or leaving its home in Manhattan since 1995, the David Yurman assignment called for complex considerations over the designer's brand identity and space requirements.

This past year, Gordon and CBRE's consulting team helped national law firm BakerHostetler decide on another major renewal at 45 Rockefeller Plaza, rather than a relocation. Gordon helped the firm negotiate a competitive lease that would support renovations and accommodate the firm's future growth.

Gordon also serves as programming chair for CBRE's Tri-State Women's Network, which supports the retention and advancement of women in real estate. She also remains active at her alma mater through the Young Alumni Advisory Committee of the Cornell Real Estate Council. —E.D.



Elliot Karp.

## Elliot Karp, 34

Vice president in commercial leasing at Related Companies

Elliot Karp did not begin his career expecting to help lease some of the most important office buildings in New York City.

After studying broadcast journalism and communications at the University of Wisconsin at Madison, Karp imagined a career in sports media, and spent his first years after college in advertising and sales at TNT Sports.

But he soon started looking for a career that felt more challenging and motivating, and he found his way into commercial real estate leasing, first at SL Green Realty.

"SL Green took a chance on me with no real real estate experience, and I had an amazing three and a half years there," Karp said. "They are a well-oiled machine."

Karp also enrolled in New York University's Schack Institute of Real Estate at night while working full time.

"I went to the Schack graduate program at night, so putting in long days, but the way I was thinking about it is that I've got to catch up a little bit," Karp said.

Since joining Related in 2021, Karp has risen to vice president on the company's commercial leasing team, working across a major national portfolio. That has included Deloitte's 800,000-square-foot anchor pre-lease at 70 Hudson Yards, the 1.4 million-square-foot office tower Related and Oxford Properties are developing. The project secured \$2.45 billion in financing, and is expected to become one of New York's most significant post-pandemic office developments.

Karp has also played a role in approximately 800,000 square feet of re-leasing across existing Hudson Yards office buildings, including transactions with Covington & Burling, investment house Stonepeak, Visa and other tenants. Other assignments have included Shopify's lease at 85 10th Avenue, L'Oréal at 10 Hudson Yards, lease-up activity at 55 Hudson Yards, and hedge fund Point72's expansion at 50 Hudson Yards.

For Karp, the Deloitte deal underscored what it takes to move a major tenant into new construction after the pandemic.

The Deloitte lease spanned 800,000 square feet. "In a post-COVID world, not every company is prepared to make that large of a leap," Karp said. The key to success was "understanding what motivates their decision, or what was important to them," he said. "We were able to make Deloitte comfortable moving its New York headquarters to a brand-new office building." —G.C.