

## Pinnacle Awards go to 25 Realtors

### Nine of the honorees are 1st-time recipients

By Cassandra Kimberly

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Twenty-five of Memphis' top brokers and Realtors were honored by their peers and the Memphis Association of Realtors Thursday evening during the seventh annual Pinnacle Awards Gala at the University of Memphis Holiday Inn.

Of the 25 honorees, nine members received the recognition for the first time. To become a Pinnacle Award recipient, a MAAR commercial broker must have an outstanding year in commercial sales or leasing, said MAAR president John Snyder.

"The Pinnacle Awards are unique in Memphis in that we recognize both the accomplishment of individuals and the uniqueness of our profession that is both highly competitive and cooperative," he said. "In Memphis, every Realtor understands what a privilege it is to be a professional in the real estate industry."

In 2002, a group of MAAR members created the Pinnacle Awards to encourage involvement in the organization and honor outstanding Realtors. Though there is competition among the real estate agents, there is also great camaraderie, said Snyder.

"Most commercial Realtors have experienced both sides of a transaction and respect 'the other broker' and the value each brings to their clients," said Snyder. "This unique relationship has brought strength, stability and quality service to the Memphis community."

Top honors went to Dan Wilkinson of Colliers, Wilkinson and Snowden and Mark Halperin of Boyle Investment Co.

Wilkinson, chairman of Colliers, Wilkinson and Snowden, was inducted into the Commercial Hall of Fame.

The Boston native started working in the commercial real estate business in Memphis nearly 40 years ago and is a multiple Pinnacle Award winner.

"It's very nice after 40 years when your peers do something nice for you," Wilkinson

said. "This award ... comes from a lot of folks, and when it's your peers, it's very humbling and a real honor."

Halperin, Boyle's executive vice president, was also recognized during the gala as the Commercial Broker of the Year.

Halperin, who joined Boyle in 1973, oversees the leasing and management of more than 2 million square feet of class "A" office space in Memphis.

"When other people think you do well, then that's great, but when you're recognized by your peers, that's something special," he said.

MAAR also recognized the late Robert G. Snowden with the Legacy Award, which was accepted by his son Bayard Snowden.

Robert Snowden wasn't the first person to promote warehousing in southeast Memphis, but he was the first to make it a success.

Snowden along with real estate partner Russell Wilkinson at Wilkinson & Snowden Inc. built the Airport Industrial Park, one of the first parks in the nation to be served by a rail line.

"He always said 'people are what make value in real estate...'" said Bayard Snowden. "His legacy is the way he lived his life -- serving others for the better of Memphis."

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### **Pinnacle Awards**

Broker of the Year in Industrial Leasing: Brad Kornegay of Colliers Management Services

Broker of the Year in Industrial Sales: Frank Quinn of CB Richard Ellis

Broker of the Year in Office Leasing: Mark Halperin of Boyle Investment Co.

Broker of the Year in Office Sales: John H. Lamberson Jr. of CB Richard Ellis

Broker of the Year in Retail: Finley "Timm" Stubbs of Stubbs Commercial Realtors

Broker of the Year Multi-Family: Blake Pera of CB Richard Ellis

Broker of the Year in Land Sales: John Waddell of Crye-Leike Property Management

Newcomer of the Year: Jody McKibben of Investec Realty Services

### **2007 Pinnacle Award Winners**

Wyatt Aiken, Commercial Advisors

Thomas "Frazier" Baker V, In-Rel Management

Tommy Bronson III, CB Richard Ellis

Chris Brown, CB Richard Ellis

Richard "Kemp" Conrad, Commercial Advisors and Commercial Alliance Management

Jeb Fields, Commercial Advisors

Pat Gamble, CB Richard Ellis

Ron Kastner, CB Richard Ellis

Jim Mercer, CB Richard Ellis

John Mercer, Highwood Properties

Brad Murchison, CB Richard Ellis

Jason Polley, StoneCrest Investments

Patrick B. Reilly Jr., CB Richard Ellis

Ron Riley, In-Rel Management

Joseph L. Steffner, Grubb & Ellis

Cary Whitehead III, Boyle Investment Co.

Steve Woodyard, Woodyard Realty Co.



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