

Real Estate FORUM[®]

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70th Anniversary Special Coverage

ELITE 70

Commercial real estate is a business based on relationships, smart dealmaking and—most importantly—the talents, ingenuity and ambitions of the people who make a career out of this field. In honor of our 70th Anniversary, the editors of FORUM have compiled a healthy roster of some of the most influential executives in the business. Here's a look at some of the dominators and innovators who have helped to shape the industry over the past few decades, and will do so for years to come.



RODRIGO LOPEZ

Emigrating from Colombia to Nebraska with his family at age 17, Rodrigo Lopez began his real estate career as an architect for a life insurance company, later joining the company's mortgage loan and real estate investment group. He then became chief lending officer and, in 1997, established AmeriSphere Multifamily Finance. Lopez caught the attention of Fannie Mae executives and became one of the GSE's first DUS lenders in the Midwest. He's chaired Fannie's DUS Advisory Council for more than 12 years, and served on both its Advisory Council and Affordable Housing Advisory Council. In 2005, he partnered with NorthMarq Capital, becoming executive chairman for NorthMarq Capital's Fannie Mae team.

Ten years later with a company of 55 employees and a loan portfolio worth \$6 billion, he sold AmeriSphere to NorthMarq and remained part of the NorthMarq team. Lopez is current chairman-elect of the Mortgage Bankers Association, and is a recipient of several awards from the organization, including the Distinguished Member award.