



Absolute Power

Meet the 30 most influential men and women in the multifamily industry
By Lawrence D. Maloney and Les Shaver

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POWER PLAYERS ABSOLUTE POWER

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From one perspective, the multifamily industry is huge and decentralized. More than 16 million apartments sprawl across the country, with big players controlling hundreds of thousands of units and tiny firms managing just a building or two. But if you go to a multifamily trade show, you'll sense the feeling of community

in the industry. Executives from apartment and condo companies large and small mingle like old friends with their colleagues, bankers, institutional investors, technology providers, and association leaders. They greet each other in the hallway or at a cocktail reception, sit down at a small table, and quickly start doing business.

But these people, who exert tremendous influence on the direction of the apartment and condo business, aren't the only ones with power. Look outside the industry, and you'll see other individuals asserting their authority in ways that aren't always positive for multifamily firms, as the actions of President George W. Bush and Rabbi Bruce E. Kahn show.

So, when MULTIFAMILY EXECUTIVE set out to name the most influential people in the industry, we had lots of men and women from whom to choose. (We also received numerous nominations from MFE readers.) We sifted through the names and explanations, choosing just 30 to highlight in this story. Some selections, such as the handful of apartment REIT leaders on this list, are obvious. Others are not. But that's the nature of influence: It often operates most effectively behind the scenes. —Les Shaver

22 MARK HUMPHREYS, founder and CEO, Humphreys & Partners Architects. Ask prominent multifamily builders to name their "go-to architect," and the name Mark Humphreys comes up again and again. The Dallas-based firm is described as "fast, flexible, and easy-to-work with," whether the project is an apartment tower, lofts above retail, or a mid-rise that wraps around parking. Described as a consummate marketer, Humphreys pioneered the "Big House"—mansion-like structures that yield high rents and calm the NIMBY set. That creative spirit also extends to high-rise buildings, where Humphrey has introduced such concepts as the "home-rise," where elevators open to a small cluster of units rather than a long hallway. Developers praise Humphreys' architects for creating large structures that appear less imposing on the outside and more livable on the inside, while blending well with the surrounding neighborhood.



Mark Humphreys (22)

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