

2022 HEAVY HITTERS *In Commercial Real Estate*

BROKER OF THE YEAR



Paul Schneider

PINNACLE REAL ESTATE ADVISORS

Recognizing his industry leadership, professionalism, business acumen and unwavering dedication to all those around him, the Denver Metro Commercial Association of REALTORS® (DMCAR) has named Paul Schneider as its Broker of the Year for 2021.

After graduating from the University of Colorado and beginning his professional career with brief stints as an investment consultant and analyst with two of the nation's leading financial advisory firms in New York and St. Louis, respectively, Schneider found his way back to Denver in 2006 where he became one of the first employees for Jeff Johnson and Matt Ritter's newly formed Pinnacle Real Estate Advisors. Schneider was named a principal in 2017.

"Paul bolted out of the gate at full stride from day one," said Matt Ritter. "He is hard-working, energetic and intelligent, which is a recipe for success in any field. He has taken the reins of and continues to approach each new situation in an innovative and creative way."

A well-respected industrial broker, Schneider has been a Pinnacle top producer four of the past five years and has been recognized by the Denver Business Journal as a DMCAR Heavy Hitter numerous times over the past 15 years. Working with buyers, sellers, and financial intermediaries on all levels – ranging from local owner-operators to institutional investors – he finds the most valuable experience in brokerage to be establishing relationships with entrepreneurial thinkers, and he finds the most gratifying experience to be making mutually beneficial matches among them.

"Not only is he the longest tenured broker at Pinnacle, he's been instrumental in starting and growing the industrial side of our business and serving as a leader and mentor to many young brokers and employees over the last decade and a half," added Ritter. "Paul is a dynamic, super intelligent individual and a leader who brings nothing but positive energy to all those around him. He deserves every bit of what he has achieved."

"We are incredibly proud to have Paul on our Pinnacle team," said Jeff Johnson. "As one of our principals, he has been a steadfast advocate for our clients, our staff, and our company's vision over the years. He truly reflects the very best of our company values both internally and externally."

Outside of his portfolio of deal-making successes, Schneider has always demonstrated an unmatched dedication to the commercial real estate profession through his leadership positions and support of DMCAR. Schneider did not blink when asked to consider serving a second year as board president when the association needed consistency and strong guidance to help navigate the challenges presented by COVID.

"Knowing the time commitment, obstacles and uncertainties that we were all facing, Paul did not waver when he was asked to continue to serve as our board president and help guide the association through a second year," said Katie Kruger.

"Paul is the first person to serve DMCAR for two terms as President and his passion and vision for the organization have made us even more successful than when he took

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more Broker of the Year – Paul Schneider,

over,” said current president Charley Will. “His energy and focus have kept our board and our membership engaged. Paul commands the room, or in our case the past few years, the Zoom, with his humor and intellect – he makes every meeting worth people’s time by asking for other’s opinions, responding thoughtfully, and cracking jokes occasionally (or all the time) to lighten the mood. He is an extremely successful and busy broker, yet he is never too busy to pick up the phone, answer questions, and take action on behalf of our association and our industry.”

Schneider was also instrumental in taking the lead when longtime DMCAR CEO Katie Kruger resigned to take a leadership position with CBRE in late 2021. In just a matter of weeks, he helped lead a search for and transition to new CEO Rachel Marion in November.

As both a member and leader of DMCAR, Schneider has been proactively involved in shaping the direction of the organization, as well as driving successes in the association’s political advocacy efforts, industry education and business leadership positions, as well as charitable work.

“Paul wholeheartedly embraces the commercial real estate industry, but more than that, he is one of those people who is genuinely fun to work with. He brings a sharp mind and great sense of humor to every discussion,” said DMCAR CEO Rachel Marion. “I am grateful to come into an organization with such dedicated and savvy professionals, and Paul is no exception. He has been a vital part of our leadership team through one of the most challenging times in DMCAR’s history and he has helped position the organization for success in the years ahead.”

From his industry colleagues to those inner circle family and friends, the commitment and dedication to building relationships and finding mutually beneficial solutions and treating everyone with the ultimate level of respect, has served him well. As a result, Schneider has earned the admiration and love from all who come in contact with him.

“His supernatural nature to maneuver the unknowns and be a creative business person with an unrelenting talent of illuminating possibilities and angles for growth. And that it’s a skill he innately had since he was a kid. Not to mention his openness to being a good human and drive to do good work with good people,” said Schneider’s sister, Liz Meitus.

“Paul is one of the most genuine, dedicated, caring and generous friends anyone could ask for. He consistently displays these characteristics in all aspects of his life, and there is no one I trust more. Although I don’t see Paul’s day-to-day commercial real estate and business interactions, I am certain they hold true in that area of his life, as well,” said Schneider’s best friend since childhood, Andy Stokes.

“This undeniably influential man is as altruistic as he is powerful. The embodiment of respect whose wit, intelligence, compassion, drive and determination are only matched by his unwavering commitment to enriching the lives of all those fortunate enough to cross his path. The best man I know,” said partner Erin Kelley.

And finally, if your goal in life is to always show your children the kind of person you want them to be, Schneider is in pretty good shape based on how his son and daughter described their dad:

“Dedicated, loving, considerate, benevolent,” said 12-year-old Stone.

“His ability to masterfully juggle so many different lives. By this, I mean taking care of his kids, being a good friend, hard worker and so much more,” said 15-year-old Lily.