

Emerging Leaders: Multifamily

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Of all the property sectors in commercial real estate, multifamily has arguably had one of the best runs, and the professionals who operate in the business have gone along for the ride. For some players—particularly newer entrants to the business—the apartment segment’s success has provided opportunities to exhibit their own skills and accomplishments. Real Estate Forum tapped the CRE community to find talented young professionals in the multifamily business, and pulled the following individuals from a pool of nearly 200 industry standouts. Read on to see who made the list of Emerging Multifamily Leaders.

DANIEL KLINE, 31

President

Delancey Street Capital

New York City

Daniel Kline started a multifamily investment company and grew it from zero units to 300 in less than two years. It is now worth over \$40 million with seven employees. He always employs green energy savings technologies as well as the latest apps and property management tools to provide great service to his tenants. Prior to founding Delancey Street, Kline was involved in over \$2 billion of multifamily acquisitions at Morgan Properties, where he was vice president of acquisitions and asset management. Kline was always entrepreneurial and loved that real estate was so multifaceted, he knew he would never be bored. He has established a track record of providing speed and certainty of closing on challenging deals, and is actively seeking new acquisitions. Kline believes that “class B multifamily is the right place to invest due to the opportunity to buy properties below replacement cost that generate significant yield, and have a captive renter base. Class B continues to have tremendous downside protection when compared to class A.”