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## **Kelly recognized by Counselors of Real Estate as 2019 Landauer/White Award recipient**

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Julie Melander, CRE, chair of the board, The Counselors of Real Estate and Hugh Kelly, Ph.D., CRE

New York, NY According to the Fordham Real Estate Institute, (REI) special advisor and curriculum chair Hugh Kelly, Ph.D., CRE, has been named the 2019 Landauer/White Award recipient by The Counselors of Real Estate. The award, the highest honor conferred by The Counselors of Real Estate, was bestowed upon Kelly at the organization's Annual Conference in Nashville earlier this month.

Kelly joined Fordham REI at its inception in 2017 as special advisor, and expanded his role to curriculum chair. In addition, he heads his own consulting practice, Hugh Kelly Real Estate Economics. Prior to 2001, he served as chief economist for Landauer Associates.

one of the nation's most prominent commercial property consulting firms. His portfolio of work includes the economic study that led to the East Brooklyn Congregation's "Nehemiah Program," which has built over 5,000 homes in the most impoverished neighborhoods of Brooklyn and Queens; the site selection study which located the Saturn automobile plant for General Motors; the "Cities of Tomorrow" study which enabled Lend-Lease (Australia) to purchase the \$4 billion+ investment portfolio of Equitable Real Estate Investors; and expert testimony in various phases of the rebuilding of New York's World Trade Center after the 9/11 terrorism catastrophe.

Kelly is a member of the Counselors of Real Estate, and served as its Board Chair in 2014. He has published more than 300 articles in industry and academic journals and his book, "24-hour Cities: Performance Beyond Promises" (Routledge, 2016) received the Bruss "Gold Award" from the National Association of Real Estate Editors in 2017. He is also the primary author of the annual Emerging Trends in Real Estate, published by the Urban Land Institute and PwC. This publication is required reading for many real estate investment firms. He also writes a quarterly economics column for Commercial Property Executive, which he has done since 2011.

During her remarks, Julie Melander, chair of the board, Counselors of Real Estate, highlighted Kelly's success throughout his career, including starting as a temp at Landauer Associates and eventually becoming its chief economist, as well as the impact he has made on the industry as well

as his family and community.

“He has a way of combining sophisticated economic analysis with pragmatic real estate fundamentals, all while integrating pop culture, music and sports into his compelling presentations. He takes time to listen carefully and, while not shy about challenging flawed logic, is even quicker to point out the values and strengths others are adding to the conversation,” Melander said. “He is a case study on left brain, right brain convergence, bringing real life and personality to economic theories.”

The Landauer/White Award is presented annually to an individual who has furthered the ideals of The Counselors of Real Estate®—integrity, competence, community, trust and selflessness—and who has demonstrated both outstanding professionalism in real estate and a notable influence civically. It is awarded to an individual who is viewed by their peers as a recognized leader of real estate who has contributed significantly to his/her community and/or the world around them.

The award was established in 1986 as a memorial to honor CRE James Landauer for his instrumental role in establishing The Counselors of Real Estate. In 1997, the award was renamed the James Landauer/John White Award, to honor another high-profile professional, John Robert White, who served as a long-term chairman of the Landauer Company as well as President of The Counselors of Real Estate in 1969.

“I had the privilege of knowing both Jim Landauer and John White, which makes this recognition that much more meaningful to me,” said Kelly. “It is truly an honor to be associated with them as well as with prior recipients.”

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