



Ones to Watch Fall 2022: Ryan Brandt, Rochester's Cornerstone Group, Ltd.

November 22, 2022 - Spotlights



Ryan Brandt
Vice President of Development

Rochester's Cornerstone Group, Ltd.

What recent project, transaction or accomplishment are you most proud of?

We developed Hubbard Springs Apartments, a 72-unit mixed-income community in the Town of Chili which also contains units for persons with physical disabilities. This completed a 140-acre planned residential development which included eight developments over the past 30 years by Cornerstone and others: market-rate, affordable, single-family, and a group home.

What 3 skills do you consider the most important to be successful in your industry?

I feel authenticity is always important when communicating your goals to municipalities, residents, and development partners. Perseverance to continue pressing when a solution may not always be immediately evident is also critical. Finally, an ability to form consensus on difficult decisions with trusted partners is vital to a deal's success.

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