



Ones to Watch Fall 2022: Ryan McGuirl, Avison Young

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Ryan McGuirl
Assoc. Director, Tri-State Inv. Sales

Avison Young

What recent project, transaction or accomplishment are you most proud of? My first origination at AY was a multi-family deal in Greenwich Village for a buyer with very specific criteria. I never stopped working on it and after over a year found the right needle in the haystack. With the help of Brandon Polakoff, we got the deal done.

Tell us about a mentor or role model that has influenced your career choices?

I started my career at a rental shop working with Ben Willig, who taught me all about sales, leadership and being a good person first. Subsequently, I leaned on Brandon Polakoff to help guide me with my transition to investment sales, who has been instrumental in my career at AY.

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

Consistent work ethic, having an obsessive intellectual curiosity in the work and deals we are working on and being long-term greedy, focusing on the experiences and long-term relationships, not the commission checks.

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