



## **2024 Ones to Watch - Innovators in CRE: Gary Kao, Dealpath**

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Gary Kao  
Managing Director & Head of New York  
Dealpath

Gary Kao joined Dealpath in 2014 as a member of the company's founding team and has since been instrumental to its consistent growth over the past decade. After spending four years building out Dealpath's customer success operations in San Francisco, Kao took on additional go-to-market responsibilities and relocated to New York in 2018 to grow the company's newly established New York office, which is now composed of over 20 employees. Today, he continues to lead the office's day-to-day operations as managing director and head of the New York office, overseeing the development of Dealpath's key strategic initiatives and managing the company's marquee clients such as Blackstone to ensure the successful integration and deployment of the Dealpath platform.

**Innovative Solution:** At Dealpath, we pride ourselves on continuously innovating solutions to meet our clients' needs and help them navigate today's dynamic real estate landscape. Most recently, we helped our clients seize opportunities brought on by advancements in AI through the launch of our AI Extract tool, which significantly reduces the time associated with extracting data from OMs. AI Extract breaks down an OM in three to five minutes with 92% accuracy, empowering clients with new levels of speed, efficiency, and accuracy compared to manual entry.

**Innovative Outlook:** I think there's still massive opportunity to bring tech-enabled solutions that bridge the gap between buyers and sellers. The industry lacks a solution that can effectively enable sell-side brokerage firms to efficiently get their assets in front of the right buyers, as they are typically leveraging manual, time-consuming processes or methods. This is a problem that has persisted in the industry, and there has never been more of a need for technology that bridges the gap between players in the asset lifecycle creating enhanced connectivity. There's a plethora of opportunities to be realized in the real estate industry today and with that, I expect more technology to come to market that will help real estate professionals to be proactive and take advantage of these opportunities.

"Since Dealpath's inception, Gary Kao has been instrumental in various company milestones, including the \$43m Series C fundraise in September 2022 and New York and Toronto offices opening. He continues to play a crucial role in the development of new solutions on the Dealpath platform that streamlines and standardizes investment data for the industry." - Mike Sroka, CEO and co-founder of Dealpath.

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