



2025 Ones To Watch - Industry Leaders: Ryan Candel, BKREA

April 22, 2025 - Spotlights



Ryan Candel
Senior VP, Transactions

"I am proud to provide this endorsement of Ryan Candel for this recognition. Ryan has been my right-hand-man in The Knakal Map Room since its inception in 2023 and is now my senior VP at BKREA. I truly admire Ryan's work ethic, knowledge of his craft and his can-do approach. He is extraordinarily personable and is loved by co-workers and clients alike. Always willing to lend a helping hand, Ryan is exactly the type of person every company would want, has become invaluable to BKREA and he is truly a rising star in the commercial real estate industry." - Bob Knakal, Chairman & CEO, BKREA.

Recent goal and impact:

One of the most challenging aspects of my role is balancing the execution of multiple deals, especially while working alongside an industry legend like Bob Knakal, while also carving out time to cultivate my business within the firm. In 2025, I set a goal to prioritize daily prospecting, whether through calls, targeted outreach, or canvassing. Since then, I've generated several promising leads for the firm and secured an exceptional development site that I'm excited to share soon.

Sharing knowledge and expertise:

Since starting my career, I've been fortunate to learn from colleagues who have shared their expertise and helped me build a strong foundation in real estate. Today, I pay that forward by sharing my knowledge of the Manhattan land market with my team. As a key contributor to the Knakal Map Room, I provide regular updates on land trades, new building/demolition applications, and emerging market trends. Additionally, through prospecting, I educate property owners on potential air rights and the implications of the City of Yes initiative, helping them understand their development opportunities.

Best books, podcasts, or apps for aspiring leaders:

One of my favorite recent reads was *Living With A Seal* by Jesse Itzler.

Giving Back:

I've been a member of the UJA Real Estate group (REX) for two years, and it's proven to be a valuable resource. The organization allows me to connect with professionals at all stages and sectors of the business, while also making a philanthropic impact. UJA hosts fireside chats and other events that are incredibly informative, including a recent interview with Tony Malkin and Darcy Stacom, which provided insights into the office market and how top professionals use technology and data to thrive in today's market.

Best advice for new leaders:

“The difference between ordinary and extraordinary is that little extra.” – Jimmy Johnson

Who was/is your role model and/or leadership mentor?

Bob Knakal has taken me under his wing. Through direct teaching or osmosis, I’ve learned a ton!

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