

NorthMarq's Briana Harney Receives NAIOP's 2020 Developing Leaders Award

HERNDON, VA (October 22, 2020) – NAIOP, the Commercial Real Estate Development Association, has recognized Briana Harney, vice president, debt and equity, NorthMarq, with its prestigious 2020 Developing Leaders Award.

“We are pleased to honor Briana Harney for her inspiring leadership, exceptional contributions to the industry, and determination to make a lasting difference in her community,” said Thomas J. Bisacquino, president and CEO of NAIOP. “NAIOP’s Developing Leaders Award showcases the best and brightest rising stars of our industry and we expect to see more great things from Briana as she continues in her career.”

Briana Harney is a vice president in NorthMarq’s San Francisco office. She places both debt and equity for her clients, leveraging her knowledge of the market, a reliable out-to-market strategy, and strong relationships with lenders to bring the best capital markets execution to her clients. In particular, she utilizes NorthMarq’s deep relationships with Freddie Mac, Fannie Mae, FHA HUD, life insurance companies, banks, and debt funds to source competitive debt options and deliver reliable results to her clients. During her career at NorthMarq, Harney has been involved with closing over \$2 billion in debt and equity transactions covering the full spectrum of property and transaction types. She is a member of NAIOP San Francisco Bay Area and currently co-chairs the chapter’s membership committee.

One of five young professionals to receive NAIOP’s honor this year, Harney was honored during NAIOP’s CRE.Converge 2020 Virtual conference.

Established in 2006, the Developing Leaders Award is given to rising industry professionals from across NAIOP’s chapter network in all sectors of commercial real estate. The annual award honors up-and-coming professionals under the age of 35 for their remarkable professional accomplishments, strong leadership and significant community involvement.

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About NAIOP: NAIOP, the Commercial Real Estate Development Association, is the leading organization for developers, owners and related professionals in office, industrial, retail and mixed-use real estate. NAIOP comprises 20,000 members in North America. NAIOP advances responsible commercial real estate development and advocates for effective public policy. For more information, visit naiop.org.

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