

THRIVING UNDER 30

Kyle Gerace

Associate

NAI DiLeo-Bram & Co.

Years with company/firm: 3

Years in real estate industry: 4

CRE memberships/licenses: NAIOP-NJ;
NJ Real Estate Salesperson



For many post-bachelor's degree grads, launching a CRE brokerage career in 2020 at the height of a once-in-a-lifetime pandemic may have been considered extremely risky. For NAIDB's Kyle Gerace, who is responsible for assisting owners and tenants involved in CRE sales and leasing transactions across Central New Jersey, it was a risk worth taking.

"I attribute my early – and what I plan to be enduring – success in commercial real estate to my competitive nature and being a highly motivated self-starter – character traits that have always given me an edge as a student-athlete and now in my budding brokerage career," said Gerace, a graduate of Rutgers University with a B.S. in sports management and a varsity pitcher with a distinguished record on the baseball team. "In this business it is very important to find a way to provide value, whether it is internally within your team or with clients, and I strive to do just that each day."

Within less than a year of joining the profession, Gerace was absorbing every facet of CRE by being paired with leading NAIDB mentors. Rather quickly, he earned a seat at the closing table of several noteworthy transactions.

As a result of his intuitive ability to apply industry knowledge, refine his analytical skills and build client relationships, Gerace was a key contributor toward NAIDB's best overall year in 2021 with regard to all-time-high sales and leasing volume. And, because of his demonstrated ability to hit the ground running and cumulative contributions, NAIDB honored him with its in-house Rising Star Award that same year. In 2022 and for the first half of 2023, Gerace is keeping the momentum going with even greater traction that is fueling several important transactions. **MAREJ**

Robert V. DiLeo

Associate

NAI DiLeo-Bram & Co.

Years with company/firm: 4

Years in real estate industry: 4

CRE memberships/licenses: NAIOP-NJ;
NJ Real Estate Salesperson



At NAIDB, where a sense of team and collaboration drive the firm's culture, Robert V. DiLeo stands out for his collaboration as part of a team and individual creativity – both of which have been key drivers for his deal-making abilities.

A graduate of Rutgers University with a B.A. in Planning & Policy, DiLeo represents a fourth generation within his family's CRE business, which dates back to 1937. Using in-depth market knowledge derived from being entrenched within the firm's submarkets of focus, DiLeo is on an upward trajectory in terms of sales and leasing volume across Central New Jersey.

As an integral member of NAIDB's brokerage team, DiLeo contributed toward the firm receiving the 2022 NAI Global President's Award. The honor recognizes promotion of the brand, driving business, engaging with fellow professionals and providing leadership within NAI Global's structure.

Because of his upbringing, the importance of relationships has been instilled in DiLeo since an early age.

"What makes NAIDB different is our collaborative approach to dependable real estate solutions, and I utilize my own knowledge and experience – as well as that of my fellow brokers – to complete transactions at the highest level," said DiLeo. "What makes us a leader is our commitment to forging and strengthening client relationships based on shared mutual trust and respect." **MAREJ**

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