

2023 **HEAVY HITTERS** *In Commercial Real Estate***BROKER OF THE YEAR**

Riki Hashimoto

KNIGHTBRIDGE CAPITAL

Everybody loves Riki: DMCAR honors Riki Hashimoto as 2023 Broker of the Year

For more than 27 years, Riki Hashimoto has been going about his business with an unmatched level of integrity and relationship building that has allowed him to close hundreds of private capital real estate deals valued at more than \$3.5 billion, including more than 300 transactions in the past decade alone. And now, after nearly 30 years of dealmaking success and in recognition of his industry leadership, professionalism, business acumen and unwavering dedication to all those around him, Hashimoto has been recognized as the 2023 Denver Metro Commercial Association of REALTORS® (DMCAR) Broker of the Year.

For a guy who tries harder to stay out of the spotlight than in it, Hashimoto's passion for his clients and ability to bring people together has allowed him to achieve the success he has enjoyed over such an extended period of time. A DMCAR board member from 2005-2008, he has graciously shared his time and expertise with all those around him. In addition, he has consistently been recognized by DMCAR and other industry organizations as one of Colorado's Top 10 Investment Professionals over the past 20 years.

Born in Ithaca, New York and raised in Corvallis, Oregon, Hashimoto earned a soccer scholarship to Drake University in Des Moines, Iowa where he earned his business degree. After meeting his wife Ashley at Drake, he followed her to Colorado where she was pursuing her graduate degree at the University of Denver and he began his commercial real

estate career at Grubb & Ellis. From there, he moved on to Marcus & Millichap where he gained experience as Denver office sales manager. He returned to Grubb & Ellis and built extensive client relationships and a successful track record over a nine-year span as a senior vice president and served on the firm's Brokerage Leadership Board from 2008 to 2011. He joined Newmark and served as executive managing director in the Denver office after serving as a Senior Vice President with CBRE's Capital Markets Group.

And now, with more than a quarter century of brokerage behind him, Hashimoto recently stepped down as Executive Managing Director of Newmark and announced his plans to begin the next chapter of his commercial real estate career as the co-founder of Knightbridge Capital.

"Working alongside Riki at Newmark over the past decade, one thing has remained constant—his unwavering dedication to his clients, always putting their needs first. With a masterful ability to navigate any curveball thrown his way, Riki prioritizes finding creative real estate solutions to get deals done. His expertise and commitment will serve him well as he embarks on his new endeavor," said Kevin McCabe, President of Newmark's U.S. West Region.

And to take that next big leap, Hashimoto turned to his longtime friend and now business partner, Matt Ritter whom he first met in January 2000 at Marcus & Millichap. The two have maintained a professional and personal friendship throughout their careers, brainstorming through challenges, sharing ideas, solutions and clearly a little of the same vision for what the future might hold.

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DMCAR Heavy Hitters in Commercial Real Estate Award - Honoring the Top Producing Commercial Real Estate Professionals in the Denver metro area for 2022.



“This is a guy that has been doing it, and doing it very well for a long time,” said Matt Ritter, principle of Pinnacle Real Estate Advisors and co-founder of Knightbridge Capital. “Riki’s drive, his passion for this business is unmatched. He works tirelessly through the challenges and, when the transaction is done, everybody involved will say it went the way it was supposed to. Ask anybody in this business about him, they just get a big smile on their face and say, ‘I love Riki.’”

While most professionals dream of the opportunity to go out on top, for Hashimoto, there’s no sunset on the horizon, just a new challenge working from the other side of the business.

“From a values standpoint, we’re completely aligned and in sync,” added Ritter. “We have a mixed set of skills and experiences that have carried us through somewhat parallel stages of our careers and our lives.”

In a year that has started with a new career opportunity, Hashimoto will turn 50 in May and will celebrate his 25th wedding anniversary with Ashley soon after. His family, which includes daughters Caroline (21) and Sophia (19), is equally excited to watch him take this next step in his career.

“This is an exciting and challenging new chapter for him,” said Ashley Hashimoto. “He just loves what he does and, as hard as he works for himself, he works just as hard for others and for our family. He truly is passionate about what he does but he’s figured out that work-life balance. He’s an amazing partner and an incredibly good ‘girl dad’ too.”

While he claims to be an introvert, according to Ashley, his knowledge, reputation and unwavering dedication to all those around him will undoubtedly carry him to new career and life milestones.

“Riki has helped define Denver’s commercial real estate market for nearly three decades,” said DMCAR CEO Rachel Marion. “He’s earned the reputation, admiration and respect from all who come in contact with him and who have benefitted from his commitment and dedication to building relationships, finding creative solutions and treating everyone with the ultimate level of professionalism. DMCAR is honored to be able to recognize Riki and pay tribute to all that he has given to our industry and our community.”

Everybody loves Riki!