



BROKER OF THE YEAR

Courtney Key

SULLIVANHAYES BROKERAGE

A whole new level of efficiency, excellence and passion

Life came at Courtney Key pretty fast in 2019 and, like she has done throughout her life, the SullivanHayes partner embraced every challenge with the same positive attitude that has become her signature across her personal and professional life.

Not only did Key turn in one of her best production years to date in 2019, she spent countless hours overseeing the construction of a new home for her growing family as she and husband Max Key welcomed their second child in August. Her can-do/will-do attitude, from the earliest days of her career through a decade of notable accomplishments, inspires all those around her and helped her earn the honor of 2019 Broker of the Year from the Denver Metro Commercial Association of Realtors® (DMCAR).

Originally from southern California and raised in Springfield, Missouri, Key came to school in Colorado after falling in love with the state during family vacations. Coming out of the University of Denver's Daniels College of Business at the height of the recession, she embraced the professional challenge and went to work in a retail niche that, like every other sector, simply didn't have any activity.

"Whether you were a seasoned vet or brand new to the business, like Courtney, there just wasn't anything happening," said Brian Shorter, managing partner of SullivanHayes who, despite being called her professional mentor, is equally complimentary of his 10-year veteran employee and a company partner. "There were a few times when I wasn't sure she would stick it out. But Courtney's gritty. That scenario would be the end for most people, but it made Courtney better," added Shorter. "She immediately understood and appreciated the value of every client, every transaction. No one can teach you that, you have to recognize it and you figure it out and that's what Courtney has always done."

In addition to her business accomplishments and perennial ranking in the top 5 for retail production, Key gravitated to serve her profession through involvement with DMCAR over the past 8 years, including serving as the association's president in 2018-19.

"She's known for being one of the hardest working professionals in our business and someone who brings constant good cheer and results," said DMCAR CEO Katie Kruger. "She's moved through the ranks at DMCAR because everyone wants to work with her. As our president, she focused on engaging the retail industry leadership in the organization. She met these market segment leaders and systematically brought these minds to our discussions about policy and the economy, helping dramatically improve DMCAR's reputation in support of lifestyle and tenant views."

Having moved out of DMCAR leadership, Key remains active with the association as a mentor to up-and-coming brokers. Her examples and messages of hard work on deal flow and the value of nurturing relationships are well received by younger brokers throughout the region.

"One of my favorite things that Courtney does is to remind young women that there is no glass ceiling or impediments to growth in our industry; competency always wins," said Kruger.

For Key, her competency, passion, energy and commitment to excellence are the driving factors in everything she does. She does not believe in making excuses and remains acutely focused on every detail that's happening in her personal and professional life.

"I thrive off of the challenges and the chaos that life throws at you," said Key. "In retail especially, you have to do so much volume, it makes it really hard to look away for any amount of time. You always have a lot of balls in the air and you can't take your eye off of any of them."

Her commitment, loyalty and intensity are crucial to her success but she's quick to point out the immeasurable importance of her family and the support they provide to her.

"Starting a family and maintaining my work and client relationships has been one of the most challenging things I've done. But it just motivates me to work harder. It's about being really good at what you do and then working hard to manage the chemistry and relationships with the people you are working with and for."

From her mentor Brian Shorter and the SullivanHayes family and clients she has come to love, to the foundation of family love and support that has been with her since childhood, Key is quick to give credit to those closest to her.

"Max and I are very fortunate to be so close and have such special relationships with our families," she added. "My sister Kathleen (Fogler), who is one of the most impressive, hard-working and intelligent people I know, lives about a mile away with her family and 3 daughters. We have lots of fun family time with five kids under the age of 5. My parents fly in from Missouri often and Max's parents are local and super grandparents. It definitely takes a village and we are lucky to have amazingly loving and helpful family around all the time. They all play an enormous role emotionally, mentally, and physically. All are incredibly nurturing and hardworking and have a do-whatever-it-takes attitude."

As the saying goes, "when you want to get something done, ask the busiest person you know." Key is one of the busiest professionals in Denver's commercial real estate scene and odds are, she's going to keep smiling and saying yes for years to come.