



# nerej

## **Lentz of McCall & Almy honored by Women's Business, Boston**

April 21, 2010 - Front Section

McCall & Almy, a Boston-based commercial real estate brokerage and advisory firm focused on tenant representation and strategic real estate advice, announced today that executive vice president Mary Lentz has been named one of the Top Ten Women in Real Estate for 2010 by Women's Business, Boston.

Nominated by Jonathan G. Davis, CEO of The Davis Companies and Marc Margulies, AIA, LEED AP, principal at Margulies Perruzzi Architects, Lentz was recognized for her dynamic leadership in commercial real estate.

In his nomination, Davis noted, "Mary Lentz is one of the most financially sophisticated individuals in the real estate community today. She brings a great breadth of experience to every deal in which she is involved, drawing on her extensive training as an accountant for complex transactions. Mary thinks three dimensionally and is an able and effective negotiator. She has a keen understanding of the needs and goals of respective parties, and is uniquely talented at crafting win-win solutions so everyone feels like they have won at the table."

Added Margulies, "Mary Lentz is the consummate real estate professional. She develops a deep appreciation of her clients' most complex requirements as thoroughly as the expectations of the building owners she deals with. She knows how to bring disparate interests into alignment while maintaining the deep respect of clients and owners alike. Mary has maintained strong working relationships with her clients over many years, and is perceived as a loyal advocate for their goals, helping them anticipate, plan, and implement successful real estate strategies. She is known in the real estate community as a leader, a mentor, and a role model."

Lentz is a member of several professional organizations, including NAIOP, the Commercial Real Estate Development Association, where she was recently elected a member of the board for NAIOP Mass., and New England Women in Real Estate (NEWIRE). She was a director of the Commercial Brokers Association of the Greater Boston Real Estate Board from 1992 to 2000. Lentz has been named a Platinum member of the Multi-Million Dollar Club by CBA each year since 2000 and was named a Top Five Office Broker for 2002 and 2003 by the Greater Boston Real Estate Board. She was also a finalist for the CBA 2009 Broker of the Year.

Lentz earned her Master's degree in Finance/Planning and Control from the Sloan School at MIT and graduated summa cum laude from Boston College with a bachelor's degree in Accounting and Computer Science.