

midwest

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ANNUAL RESOURCE GUIDE



2013 | Midwest Commercial Real Estate HALL OF FAME

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TOM STERN



Executive Chairman

**Gershman
Commercial Real
Estate**
St. Louis, MO

Years in the industry: 46

Why he's Hall of Fame material: Tom Stern has been active in retail, office and investment real estate since 1967 and served as president of Gershman Commercial Real Estate from 1993 until 2013. He has represented buyers and sellers in numerous investment property transactions, and has raised millions of dollars of equity capital through property syndication. Stern maintains an active tenant representation practice and oversees a large property management portfolio.

Career accomplishments: Stern has been involved in the development of more than 500,000 square feet of retail properties. In addition, he has participated in the purchase/sale of more than \$100 million of real estate, and has arranged financing for more than \$250 million worth of properties.

Why his work matters: Stern also is very involved in his community. He is director of the Evans Scholars Foundation, past president of the Jewish Center for the Aged, a board member of the Jewish Federation of St. Louis and a former director of the Clayton Chamber of Commerce. In addition, he is vice president of the Missouri Growth Association, director of Habitat for Neighborhood Business and a board member of the Barnes Jewish Hospital Foundation.