

ARTICLE: by Tresa McBee - Contributing Writer



## 2013 40 Under 40 Honoree: Ryan Murray

Five years ago, Ryan Murray joined the family business where almost everyone has the same last name – and he created a niche for himself.

In 2007, the recent college graduate founded R.B. Murray Co. Management LLC, a wholly owned subsidiary of R.B. Murray Co. Inc., a commercial real estate company with a history stretching back more than 100 years.

Murray's idea was to provide management solutions to financial institutions, the state court system and institutional investors.

It's a unique service for public and private institutions in control of large commercial real estate.

"Since then, we have grown our little property management company into a vastly successful property management business," says Murray, a vice president at R.B. Murray Co.

He is especially proud of how the property management division tackled a large case as receiver for the state court system.

"This was our first time acting as receiver, and as soon as we were appointed, we instantly had to operate and administer hundreds of thousands of square feet of properties," Murray says. "Within a few months, we had taken what was a struggling portfolio and transformed it into a very financially viable and stable asset group."

The hours were long with phones ringing constantly as the company dealt with leases and repairs, but eventually R.B. Murray sold the properties.

"This was our first real test as a new property management company, and it was a firestorm," Murray says.

He is a Leadership in Energy and Environmental Design Accredited Professional, the only LEED AP real estate professional in southwest Missouri and one of the first in the state. The designation affirms his advanced knowledge of green building.

"The reason it means so much to me is because it allows me to accurately explain the advantages and the importance of building with sustainability in mind," he says.

"If I can show clients that they can be better off taking into account the impact on the environment when building and the positive for their bottom line long term, I have done exactly what I set out to do in becoming LEED AP."

Murray also recently became a certified property manager – one of a few in the area – from the Institute of Real Estate Management.

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He is a former board member for the Make-A-Wish Foundation and is active in membership development for the Rotary Club of Springfield Southeast.

"My role is to recruit young qualified new members ... and get them involved in all of the good that the organization does for our community," Murray says of Rotary.

**Age:** 28

**Education:** Bachelor's in business administration, University of Colorado

**Family:** I have been married to my beautiful wife, Maggie, for two and a half years, and she is my perfect match. My parents, Dave and Terri, are both Springfield natives. I owe a lot to them; they have always been encouraging and loving from childhood to today. My brother Ross Murray is not just an older brother, but also my mentor.

**Recent travels:** My wife and I just returned from a trip to Italy. We took Italian lessons before leaving, which definitely came in handy. However, we were still using a lot of hand gestures. We visited Tuscany and did wine tastings and vineyard tours, as well as exploring ancient cities, eating fantastic food and meeting amazing people. We then traveled south to the Amalfi Coast, and spent the remainder of our trip winding through the streets of Positano, buying local wares, eating amazing food and laying by the beach in the breathtaking village.

**Just for fun:** What was your most memorable birthday party? I loved to jump on the trampoline when I was a kid. One year we had my birthday party at the Springfield Gymnastics Center. It was amazing.