



FOR IMMEDIATE RELEASE

GREYSTEEL EXPANDS MIDWEST PRESENCE WITH NEW OMAHA OFFICE

National Firm Taps Industry Veteran and Local Expert David J. Carrig to Drive Multifamily Investment Sales Growth in Nebraska and Surrounding Markets

OMAHA, NE — November 26, 2025 — Greysteel, a national commercial real estate investment sales and capital markets services firm, today announced the opening of its new office in Omaha, Nebraska. This strategic expansion marks another key milestone in the growth of the firm's Midwest and national platforms. The Omaha office will be led by seasoned commercial real estate advisor David J. Carrig, who joins the company to enhance its multifamily investment sales practice across Nebraska and neighboring states.

Mr. Carrig will work closely with Managing Director BJ Connolly, who leads market rate multifamily investment sales for Greysteel in the Midwest. The addition of the Omaha office strengthens the firm's footprint, which includes a recently established Des Moines location, providing comprehensive coverage and localized expertise throughout the region. Mr. Carrig brings a deep understanding of the local market, having founded and operated BARON – Commercial Real Estate, a successful private commercial brokerage focused on multi-family, office, and retail properties with a specialization in Omaha's urban core.

"The Midwest is a critical growth market for Greysteel, and establishing a strong presence in Omaha is a logical and exciting next step for our platform," said Mr. Connolly. "David is the ideal leader to spearhead this expansion. His entrepreneurial drive, extensive local relationships, and proven track record with private and middle-market clients are exactly what we look for in an advisor. He has a genuine passion for the community and a clear vision for growth, making him a perfect cultural and professional fit for our team."

By joining Greysteel, Mr. Carrig is positioned to scale his advisory practice and serve a broader range of clients, including larger private and institutional investors. He will leverage Greysteel's collaborative national platform, sophisticated capital markets

capabilities, and extensive buyer network to deliver superior results and uncover new opportunities for his clients.

"I am thrilled to join Greysteel and lead the firm's efforts in my home market," said Mr. Carrig. "This move represents a significant opportunity to build upon the foundation I established with BARON – Commercial Real Estate. Aligning with Greysteel's national platform gives my clients access to a level of market intelligence, financing solutions, and investor reach that is unmatched. My goal has always been to provide the highest level of service, and I am confident that joining BJ and the broader Greysteel team will empower me to help clients achieve more ambitious investment goals."

Since joining Greysteel in 2024, BJ Connolly has played a pivotal role in expanding the firm's presence and market share throughout the Midwest. As Managing Director, he has driven the success of Greysteel's regional platform, setting new benchmarks for multifamily investment sales, and delivering outstanding results for clients across Iowa and neighboring states. Alongside Senior Director Ryan Carter and Director Zach Schneider, Mr. Connolly has cultivated a highly collaborative team committed to delivering strategic solutions and personalized service.

"The addition of the Omaha office and new local leadership reflects the remarkable momentum Greysteel is experiencing across the region. With talented leaders like David, we are excited to continue accelerating our growth throughout the Midwest and the nation," said Lacey Willard, Executive Vice President, Market Executive for Greysteel.

About Greysteel:

Greysteel is a premier commercial real estate investment sales and debt and structured finance advisory firm. Serving private and institutional investors across geographies and asset types, Greysteel provides a full spectrum of services, including investment sales, debt placement, equity placement, and distressed asset solutions. Founded on the principles of innovation, collaboration, and excellence, Greysteel is strategically positioned across the nation to deliver exceptional results through a seamless and comprehensive advisory platform.

For more information, visit www.greysteel.com.

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