



Mr. Philip C. Iglehart

April 9, 1939 - September 5, 2020

Philip Corning Iglehart, 81, of Glyndon, Md., a retired real estate executive known for his grace, discipline, and integrity, died at home Sept. 5 of cancer, surrounded by his loving family.

Raised in Westbury, N.Y., Iglehart came to Baltimore in 1958, newly married to Susan

Lonsdale (now Iglehart), who survives him. His five-decade ascent to the highest levels of the commercial real estate industry began at W.C. Pinkard & Co. (later Colliers Pinkard, now Cassidy Turley), where he began as a junior salesman. Sixteen years later, he succeeded the founder's son as president of the firm.

His success at Pinkard made Iglehart a sought-after talent, and it wasn't long before he

was called up to the big leagues. In 1982, RREEF Funds, then one of the nation's leading real estate investment trusts, brought him on to open its New York office. Five years later, Iglehart was beckoned back to Baltimore by as good an opportunity as the city could offer a man with his skills, talent, and experience. The city's storied investment firm, Alex. Brown & Sons, saw promise in the type of real estate investment RREEF undertook, and wanted Philip Iglehart to get them in the game.

As a managing director, he helped make Alex. Brown Realty Advisors the nation's

largest real estate advisor to public pension funds and traveled the country seeking good real estate investments. After leaving Alex. Brown, he spent three years at Cushman Wakefield before returning to Cassidy Turley, helping make it one of Baltimore's strongest real estate companies.

Like every successful real estate advisor, Iglehart brought vision to the investments he

negotiated, an ability to see a property's full potential. Such was the case with the 2,700-acre Florida cattle ranch Iglehart and his brother inherited in the 1990s. Their grandfather had built the ranch by dyking Everglades wetlands and converting them to pasture. Rather than develop the property, in 2001 Iglehart undertook a painstaking restoration of its pre-ranch wetland ecosystem. Under his leadership, the property became the Bluefield Ranch Mitigation Bank, which sells mitigation credits to developers who need them to offset damage to wetlands in other parts of Florida.

Iglehart combined thorough preparation and attention to detail with a gift for making

meaningful and lasting connections with everyone he met. In 1996 one admirer told the

Baltimore Sun, "Iglehart has probably one of the best networks of anyone in the real estate

industry in the country." The network included a vast number of friends, and a devoted legion of fellow real estate execs whose careers he mentored. "He helped so many people," said Thomas Caputo, who worked with Iglehart at Pinkard and RREEF after meeting him on a tennis court in 1966. "There are hundreds of people he helped along the way, gave them advice and guided and helped them find a career that they loved."

Iglehart's grace under pressure and competitive brilliance first emerged in sports — on

the pitcher's mound, the tennis court, and the ice. His performances as a starting pitcher for his high school baseball team drew scouts for the Red Sox. In Baltimore in the 1960s and '70s, he played center for the Mercurys of the

Chesapeake Hockey League, anchoring a high-scoring line that included his younger brother, David, at right wing. The Iglehart brothers were equally formidable on the tennis court during those years, winning so many Maryland state Middle Atlantic Tennis Association doubles championships they lost count. (Philip thought they won eight, David, seven.)

Natural talent took Iglehart only so far. It was hard work that made him such a success,

in sports and in business. Dyslexic, he struggled mightily to meet the rigorous academic

demands of his beloved high school alma mater, St. Paul's School, in Concord, N.H. "Sports taught me teamwork, leadership and the true meaning of friendship," he told the St. Paul's alumni magazine. "I developed a strong work ethic by being a good listener. I appreciated that I could be a winner in sports and somehow find my way in the classroom. The [St. Paul's] standards were high ... but I responded with hard work and perseverance." Iglehart remained devoted to St. Paul's all his life, serving for many years on its board of trustees and as head of its alumni association.

An avid huntsman, on weekends during duck season Iglehart could be found in a blind

on Maryland's Eastern Shore, one of his faithful champion labradors at his side, ready to

retrieve bird after bird.

By far his most important teammate has been Susan, his wife of 61 years.

The

circumstances of their meeting were propitious: a spaghetti dinner at a mutual friend's, seated beside a litter of Labrador Retriever puppies. In their time together they raised three children, built handsome homes and planted beautiful gardens in Lutherville, Glyndon, and Nantucket, and trained countless Labradors.

In addition to his wife and brother, Iglehart is survived by three children —

Sasha Iglehart

of Montclair, N.J., Laura Iglehart of Charlotte, Vt., and Philip L. Iglehart of Owings Mills, Md., and six beloved grandchildren.

In lieu of flowers: donations to Irvine Nature Center, Owings Mills, Md.