

Forum

An **ALM** Publication

THE RAINMAKERS

The Best of the Capital Markets

Last year was a good one for commercial real estate dealmaking despite some clear headwinds. Overall, global investment volume totaled \$733 billion last year, up 4% from 2017 and marking the best annual performance in a decade, according to data from JLL. Meanwhile in the US, commercial property sales volume was 11% higher during the first three quarters of 2018 than during the same period in 2017, according to the Mortgage Bankers Association. Sales of individual properties rose 8% and the volume of portfolios changing hands increased 3%. Entity-level transactions, though, are what really drove that bus, rising 86% in volume.

Fueling all this, of course, were the robust debt and equity markets—and the people who know just how to tap them despite the rising interest rates that hampered the CMBS and bank lending markets last year. MBA reported that although borrowing and lending for commercial and multifamily properties decreased 3% during the third quarter, and was 7% lower than a year ago, financing of multifamily properties, and from the GSEs in particular, continued to grow.

Not that these varying conditions stopped CRE rainmakers from doing their jobs. For our annual feature on the industry's mortgage originators, REAL ESTATE FORUM once again received several dozen entries. Between the 30 finalists that made this year's list, individuals and teams completed some 2,030 originations during the reporting period*, accounting for nearly \$40 billion in debt and equity financing volume.

On the following pages you'll find the top players in the CRE capital markets. The selected originators are listed by overall rank; we have also indicated where they respectively ranked in terms of the number and volume of deals closed.

METHODOLOGY: *In order to even the playing field between nominees in varying markets, each submission received a score for two fields—the total number of transactions and the total volume of all transactions. The final score was based on the sum of the two fields, with the total dollar volume serving as the tiebreaker.*

The data that determined the final rankings represented originations completed during the 12-month period between October 1, 2017 and September 30, 2018. Full-year 2018 figures are also listed, although many of those figures are estimates since the data have not been fully tabulated across all participating firms. FORUM has verified the authenticity of the submitted deal information.

The Rainmakers



John Randolph
Senior Mortgage Banker



John Stibley
Deputy Chief Underwriter, FHA



Annetta Berry
HUD Loan Servicing and
Asset Management



MaryAnn Gripka
Closing/Delivery
Leader, CMG

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Primary Geographic Focus: National
Primary Sector Focus: Healthcare

**No. of Originations Closed in Reporting
Period:** 50 (#17)
Volume Closed in Reporting Period:
\$812,682,200 (#14)

**No. of Originations Closed During
FY2018:** 39 (#23*)
Total FY2018 Origination Volume:
\$608,334,900 (#15)
**Rank Based on Preliminary
2018 Totals: #24**