

# 20 ON THE RISE

## TOP COMMERCIAL MORTGAGE BROKERS UNDER 35

Back in September, we sent word out that we were looking for the best and brightest among commercial mortgage brokers working in the New York tristate area. The one caveat? They had to be 35 or under—or fairly newly 36, we decided as the nominations rolled in. With some real legends firmly established in the field, we were curious to find out about the younger generation nipping at their heels. What we got was a real variety of commercial mortgage professionals, racking up an impressive volume of financings—the youngest of whom, now 24, closed over \$50 million in transactions in his first six months on the job.

One of them also provided a nod to the past, as his family harks back to the early days of the business.

With our 20 on the Rise, *The Mortgage Observer* found that the future is bright—and in good hands.

### JORDAN RAY

Managing Director of the Debt and Equity Advisory Group at Mission Capital Advisors

Age: 33

Jordan Ray is directly involved in each transaction of Mission Capital Advisor's finance group, which in 2012 will close over \$700 million of JV equity and debt. Prior to joining Mission Capital in 2009, Mr. Ray served as managing director at the Ackman-Ziff Real Estate Group. A total capitalization of just under \$600 million for the Trump Beachwalk Project in Waikiki has been his largest deal.

"To be successful in this business, you have to like what you do," he said. Mr. Ray takes pride in being part of a firm that focuses heavily on new technologies. A team of many "children of the technology revolution" in their 30s or 40s helped to build "a very different kind of firm," he said. Born in Montreal, Canada, he grew up in Southern Florida. He holds a master's degree in real estate from New York University and a B.A. in finance from American University.




For the full magazine, please visit:

<http://commercialobserver.com/mortgage-observer/the-mortgage-observer-november-2012/>

# CAPITAL MARKETS LIQUIDITY END TO END COAST TO COAST

FROM DEBT & EQUITY CAPITAL ADVISORY...

New York, NY




**\$130,000,000**  
Construction Debt and JV Equity

Acquisition and Residential  
Condo Construction

MC

Miami, FL




**\$100,000,000**  
Debt and JV Equity

Acquisition of Fractured  
Residential Condominium Units  
and Rental Apartments

MC

Chicago, IL




**\$16,500,000**  
First Mortgage Refinancing

aloft O'Hare  
75% LTV

MC

Brooklyn, NY




**\$19,500,000**  
JV Equity & Non-Recourse Construction Financing

Acquisition and Completion of a  
Rental Apartment Building

MC

New York, NY




**\$27,000,000**  
First Mortgage & Mezzanine Refinancing

The Gem Hotel

MC

Miami, FL




**\$15,700,000**  
Non-Recourse Renovation Financing

Hotel Renovation

MC

Miami Beach, FL




**\$19,750,000**  
Acquisition and Renovation Loan

Boutique Hotel Portfolio

MC

Miami Beach, FL



**\$12,050,000**  
Non-Recourse Acquisition & Renovation Loan

Upscale Boutique Hostel

MC

TO CRE, C&I AND SINGLE FAMILY LOAN PORTFOLIO SALES

M&I BANK Note Sales

**\$4,279,000,000**  
Unpaid Principal Balance

Exclusive Financial Advisor to M&I Bank on the Sale of 23 Portfolios of Performing and Non-Performing Loans Secured by Various Real Estate Assets Located Throughout the US

MC 2007-2012

CW Capital Note Sales

**\$1,700,000,000**  
Unpaid Principal Balance

Exclusive Financial Advisor to CW Capital on the Sale of 29 Portfolios of Non-Performing Loans Secured by Various Real Estate Assets Located Throughout the US

MC 2007-2012

JOHNSON BANK Note Sale


**\$97,679,973**  
Unpaid Principal Balance

Sub-Performing and Non-Performing Mortgages Secured by C&I, Office/Warehouse, Industrial/Warehouse, Condominium, Multifamily, Golf Course

Community, Residential Development Land, and Golf Course Assets in AZ & WI

MC 3/2011

First National Bank Omaha Note Sale



**\$47,133,605**  
Unpaid Principal Balance

Non-Performing Commercial Mortgage Secured by a Retail Property in Omaha, NE

MC 10/2010

Mission Capital Advisor's Debt and Equity Advisory team has raised more than \$8 billion of capital for real estate owners and developers nationwide during their careers. Mission Capital is one of the leading capital markets advisory firms in the country, having completed more than \$55 billion of financing, loan sale and Fannie Mae / Freddie Mac transactions since 2002. Contact Jordan Ray, Jason Cohen, Ari Hirt or David Tobin at 212-925-6692 to discuss your debt and equity financing needs.



[www.missioncap.com](http://www.missioncap.com)

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