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## The 50 Most Important People in Commercial Real Estate Finance

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BY DAMIAN GHILOTTO AND CARL GAINES 2/25 12:02PM PREVIOUS 50 / 51 NEXT



50. David Tobin, Principal, Mission Capital Advisors

One billion dollars. That was the amount in offered transactions—a mixture of fixed-rate and adjustable-rate seasoned prime, Alt-A and subprime loan portfolios—that the residential trading group of Mission Capital Advisors surpassed in 2013. That's a good way to close out the year.

Then the company started 2014 by announcing that its debt and equity finance group arranged \$13 million in preferred equity financing on a shopping center in Westchester County, N.Y.

William David Tobin, the baby-faced principal of Mission Capital Advisors, oversaw a firm that did more than \$4 billion in transactions in 2013. Mission Capital largely attributes this boost in activity by the firm's expansion of its debt & equity finance group in the West Coast. Then there was the increase in volume of offered transactions by its residential trading group, not to mention the healthy growth of its mortgage services business.

It advised First BanCorp in its sale of nonperforming residential mortgages, worth an estimated \$237 million, and arranged \$128.5 million in financing for a luxury condo project in South Florida.

All told, 2013 was Mission Capital's best revenue year.

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