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Capital Mkts. Advisors Partner Across the Pond

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Capital and Brotherton will head up the new venture.

Tobin and principals from both Mission

NEW YORK CITY and LONDON—A pair of capital markets advisors that are market leaders on their respective sides of the pond have formed a trans-Atlantic alliance to serve international investors. Mission Capital Advisors, based in the US, and Brotherton Real Estate in the UK are collaborating on Mission Brotherton, which will serve as an extension of their existing advisory practices.

“Most of our larger private equity, banking and investment clients have opportunistic loan and real estate investment and lending platforms in both Europe and the US,” says David Tobin, founder and principal of New York City-based Mission Capital. “A number of them have advised us that Europe is underserved by high quality financing intermediaries. After reviewing the marketplace, we saw the demand for cross-border real estate capital markets expertise, real estate debt and equity capital raising and loan sale advisory with ‘boots on the ground,’ so to speak. With Mission Brotherton, we will synergistically help each other enhance that expertise in our respective markets.”

Richard Fine, founder and principal of Brotherton, points out that the real estate industry is “largely powered by relationships, and Mission Brotherton’s ability to tap into two of the strongest networks in the industry will provide great value to investors based in both the UK and the US. Mission Capital has developed a reputation as one of the most capable finance advisors in the United States with a specific specialty in securing capital for complex transactions, where creative brokers add the most value.

“Since founding Brotherton, we have strived to provide best in class service to our clients, not only in terms of sourcing, but also in the structuring and closing of their transactions—something Mission are committed to doing as well,” he continues. “We are confident that this combined platform will benefit clients of both firms as they pursue international investments and is another major differentiating factor for our business.”

For Mission Capital, the Mission Brotherton alliance is the latest in a line of strategic initiatives and enhanced offerings that have been rolled out in recent years. In late 2015, the firm partnered in the creation of crowdfunding platform EquityMultiple, with several members of Mission’s management team participating in the platform’s initial investor group. Over the past year, Mission has also expanded its loan and investment sales brokerage activity, while opening new offices in markets including Miami and Santa Monica, CA.

Founded in June 2014 by Fine and Daniel Uzan, Brotherton has arranged in excess of £1.25 billion of debt finance for clients and raised over £160 million of equity. The firm offers a “cradle to grave” service on transactions, working to ensure that the execution process runs smoothly through closing and beyond. Mission Brotherton will be managed by senior executives from Mission and Brotherton, including Tobin, Jordan Ray and Malcolm Rollo of Mission Capital and Brotherton’s Fine and Uzan.

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