

# CRE mortgage banking trailblazer to retire

## *As Branscome plans to exit NorthMarq, she helps build team for her successor*

A trailblazer for women in the commercial mortgage banking industry is preparing to retire by setting up her successor for long-term success.

Susan Branscome, senior vice president and managing director of the Cincinnati office of NorthMarq Capital LLC, will call it a career at the end of the year. Noah Juran, who has served as co-managing director with Branscome since February 2020, will lead the Cincinnati office going forward.

In addition, NorthMarq has added a commercial real estate lending veteran Jeff Dietz as senior vice president to help grow the Cincinnati office.

"I feel really good about leaving this office in really good shape," Branscome said. "This is the time for them to take it to the next level."

Branscome has worked in commercial mortgage banking for more than 28 years. In 1998, she founded the Cincinnati office of Triad Capital Advisors, which changed its name through a partnership change to Quest Commercial Capital.

In 2014, Branscome sold her company to NorthMarq. Six months after

selling to NorthMarq, Branscome hired Juran, who had been a lender and mortgage banker in the market. She also helped open a Louisville office by hiring veteran Randy Waddell.

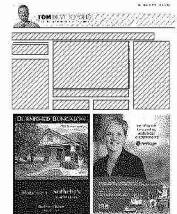
Branscome said she is one of only two women in the country to start a commercial mortgage banking company.

Since selling her company to NorthMarq, the local office's loan servicing amount has grown to \$712 million from \$440 million. Each year, the Cincinnati office of NorthMarq exceeds its previous production. It's grown from two employees in 2014 to nine today.

This year, NorthMarq has already reached its mortgage loan origination goal for 2021 and could double it for the year.

Juran said going forward, NorthMarq will be taking a team approach to the business. Juran and Dietz will work as a team, along with vice presidents Chase Dawson and Christina Grimme.

"We can tackle more opportunities working together than each building an individual book," Juran said.





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*Susan Branscome, senior vice president and managing director of NorthMarq's Cincinnati office, will retire Dec. 31.*