

Real Estate Forum[®]

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RAINMAKERS

The business of commercial real estate is all about dealmaking, and while developments, leases and sales get a lot of attention, behind nearly every transaction is capital. It's rare to find a property in the market today that isn't backed by some kind of financing, be it debt or equity and, often, both.

The professionals behind these financing transactions are an invaluable resource in the industry—after all, more than \$500 billion in loans were completed in 2015. These originators serve to bridge the gap between borrowers and lenders to put together the funds necessary to buy, build and back commercial property. And in today's market, creativity and connections are a must.

For these reasons, *Real Estate Forum* has compiled its first-ever ranking of the nation's top debt and equity originators. The professionals below, chosen from dozens of nominations, are truly Rainmakers in the capital markets business. In 2015 alone, they have collectively completed more than 1,600 originations valued at nearly \$30 billion.

METHODOLOGY: In order to even the playing field between nominees in varying markets, each originator 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 average of the two fields, with the total dollar volume serving as the tiebreaker. All transactions were completed between January 1, 2015 and December 31, 2015, and Forum has verified the authenticity of the submitted deal information.

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DENNIS WILLIAMS

*SVP and Managing Director
NorthMarq Capital
San Francisco*

Geographic Focus: National

Sector Focus: All

Total 2015 Originations: 23

Total 2015 Volume: \$660,000,000