

Real Estate FORUM[®]

An **ALM** Publication

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RAINMAKERS

In the world of commercial real estate, industry professionals work hard to strike deals for new leases, investments and developments, to name just a few types of transactions involving assets. Yet nothing gets accomplished in this field without capital. As the age-old adage says, “money talks,” and the individuals who are able to bring that money to the table are the ones that walk the walk.

As such, each year we call attention to some of the most prolific capital markets originators in the industry. These Rainmakers are a true testament to the activity the commercial real estate financing arena has seen in the past several quarters. In fact, the 29 entries—individuals and teams

selected from a record number of nominations—listed on the following pages completed more than 2,100 debt and equity originations in 2016, collectively accounting for \$31 billion-plus in financing transactions.

METHODOLOGY: In order to even the playing field between nominees in varying markets, each submission 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 sum of the two fields, with the total dollar volume serving as the tiebreaker. All transactions were completed between Jan. 1, 2016 and Dec. 31, 2016, and FORUM has verified the authenticity of the submitted deal information.

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Geographic Focus: National

Sector Focus: All

Total 2016 Originations: 28

Total 2016 Volume: \$719,000,000

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