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# 2024 Rainmakers in CRE Debt, Equity & Finance

Here are our picks for rainmakers in CRE debt, equity and finance for the year.

By **Erika Morphy** | February 13, 2024 at 07:46 AM



INDIVIDUALS

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## TEAMS

### **ALLIANT CREDIT UNION'S COMMERCIAL LENDING**

During the past few years, Alliant Credit Union's commercial lending production has grown 400%, a trend it attributes to a dedication to exploring different ways of... [+](#)

### **AVISON YOUNG'S TRI-STATE DEBT & EQUITY FINANCE / CORPORATE NET LEASE FINANCE GROUP**

During the challenging circumstances the commercial real estate industry faced in 2022 that hindered deals and loans, ... [+](#)

### **BERKADIA FHA/HUD**

With eight current and former FHA chief underwriters as well as dozens of individuals with more than two decades of FHA experience, Berkadia's FHA/HUD team prides itself on its expertise in all HUD... [+](#)

### **CAPITAL ONE AGENCY FINANCE – SOUTHERN CALIFORNIA**

With housing affordability continuing to be a nationwide issue, innovative financing to support construction and preservation of multifamily inventory is more important... [+](#)

### **CBRE CAPITAL MARKETS | DEBT AND STRUCTURED FINANCE | ROTH – KIESER – JURJOVEC – KUNDERT**

The debt and structured finance team at CBRE Capital Markets, founded in 2012 and led by vice chairman Steven Roth and... [+](#)

### **CBRE GREATER LOS ANGELES MULTIFAMILY DEBT & STRUCTURED FINANCE**

CBRE's Greater Los Angeles multifamily debt & structured finance team was founded in 2013 and is led by vice chairmen Troy... [+](#)

### **CUSHMAN & WAKEFIELD'S EQUITY, DEBT & STRUCTURED FINANCE TEAM – NORTHEAST & NORTHWEST**

Cushman & Wakefield's equity, debt & structured finance team for the Northeast and Northwest has gained experience... [+](#)

### **GANTRY INC.'S SELF STORAGE FINANCE TEAM**

Gantry Inc.'s self storage finance team was founded in 2012. Gantry has originated self-storage loans since before 2000 and committed to educating its extensive... [+](#)

### **GREYSTEEL'S CAPITAL MARKETS TEAM**

Founded in 2012, Greysteel's capital markets team is led by senior managing director Daniel Hartnett and directors Harrison Cole, Jeremy Slocumb and Mitt Patel. The team uses creativity to get... [+](#)

### **NEWMARK'S CLARFIELD-DAYA DEBT & STRUCTURED FINANCE TEAM**

The Clarfield-Daya debt & structured finance team of Newmark Group Inc. was founded in 2001 and is led by executive vice chairman Mitch Clarfield and vice chairman... [+](#)

### **TEAM FAYER-DEWITT OF NEWPOINT REAL ESTATE CAPITAL**

John DeWitt and Martin Fayer joined NewPoint Real Estate Capital in 2022, forming the Fayer-DeWitt team. The pair have worked together for much of their... [+](#)

### **TOWER CAPITAL'S BTR FINANCE TEAM**

Tower Capital's Phoenix-based build-to-rent finance team was founded in 2015 and is led by co-founder and principal Kyle McDonough and partner George Maravilla. Tower Capital is one of the most... [+](#)

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## TOWER CAPITAL'S BTR FINANCE TEAM

Tower Capital's Phoenix-based build-to-rent finance team was founded in 2015 and is led by co-founder and principal Kyle McDonough and partner George Maravilla. Tower Capital is one of the most active structured finance firms in the commercial real estate sector arranging capital for BTR single-family-style projects with more than \$1.5 billion in BTR construction financing and joint-venture equity encompassing more than 7,000 units across nearly 40 communities nationally. Tower Capital's BTR finance team advised on more than \$414 million in BTR construction financing in 2023, making it a go-to structured finance advisor for lenders and developers. Recent BTR transactions Tower Capital has arranged include a \$72.9 million financing for the Village at Golden Triangle, a 317-unit BTR community in Fort Worth, TX; the \$62.4 million non-recourse construction financing for the development of the Village at Hutto Station, a 276-unit BTR community north of Austin, TX; \$88.5 million in construction financing for Village at Bronco Trail, a 354-unit development by Scottsdale-based Empire Group; and \$120.5 million in financing for two BTR communities in the Phoenix market. The team is active in the community through NAIOP, CCIM and ULI. Tower Capital is equally passionate about giving back to the community and works closely with philanthropic and charitable organizations. For the past four years, the Tower Capital team organized and sponsored the Angel Run Car Rally, a more than 300-mile car rally throughout northern Arizona to benefit the Pearce Family Foundation, a registered 501c3 that raises money to support families that have children with life-threatening and debilitating illnesses.

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