

Real Estate Forum

JUNE 2019

An **ALM** Publication

REAL ESTATE FORUM PRESENTS

FINANCIAL INFLUENCERS

The commercial real estate capital markets have been riding a wave of prosperity for a good many years now. Competition is tight among lenders, for the most part, and financing can be had for most projects that pencil. That is not to say, though, there isn't a need for that person—that one person—who can close a deal or deliver a product or service that, almost without your noticing it, has become necessary to close the deal.

In the next several pages, you will meet multiple variations of that “one” person or team or company.

As the financial markets become more intelligent and tech-savvy, new visionaries are coming to the forefront. They are balancing technology, shifts in the capital markets and their own deep networks to deliver new-to-the-market offerings.

Our influencers come from diverse backgrounds—many can trace their beginnings to technology for instance—and they all have varied approaches to the market. Profiled in the coming pages are influencers that specialize in debt, equity, mezzanine and points in between.

Perhaps their greatest contributions, though, have to do with a deep understanding of the markets and where commercial real estate is headed. To be sure, none of them have a crystal ball but the ability to funnel capital to deals is the next best thing.



FINANCIAL INFLUENCERS

JULIAN WISE

As partner and co-chair of the real estate group at Schulte Roth & Zabel LLP, Julian Wise has been integral in leading the firm to be one of the top grossing law firms in the US. Last year the firm's Real Estate Group, which represents borrowers and lenders on billions of dollars in complex mortgage and mezzanine financings, covered properties in 37 states. While client names cannot be disclosed, they are among the most prominent lenders, developers and investors in the industry. Some of his most notable representations include a lender funding a joint venture purchase of a long-term leasehold interest in several major resorts in Hawaii; a major national retail grocery chain in connection with the \$2 billion financing of approximately 400 grocery stores and distribution centers in 14 states; and a major private equity firm in the acquisition, financing and disposition of the Innkeepers hotel portfolio.



In the past three years, Wise has managed to land some of the largest deals in commercial real estate. He has advised an unnamed firm with multiple loans secured by the St. Regis hotels in Bal Harbour, FL and Washington, DC, and the Manhattan at Times Square, a 689-room, 22-story hotel that sits on an entire block. Additionally, he has advised on more than \$1 billion in mortgage and mezzanine loan originations for a 180-unit apartment building in Brooklyn New York, along with several other major projects throughout the country.

His success and work on such prominent capital markets deals has earned Wise recognition from the industry. He has been regularly recognized by Chambers USA, The Legal 500 US and New York Super Lawyers as one of the top lawyers in the country. In April 2019, he was on the cover of the *Mann Report* for a profile of SRZ's leading commercial real estate practice. He is a contributor to the *New York Law Journal* and a variety of other publications, and he wrote the commercial real estate chapter of *Business and Commercial Litigation in the Federal Courts*.

Wise also steps into a leadership role in the community. He serves as a mentor to young professionals and regularly promotes a diverse and inclusive culture in the real estate industry. At SRZ, Wise hosts a speaker forum series to highlight notable figures who have made history through their activism. ♦