

# Newmark Turns 10 in Seattle / \$421MM Pacific Northwest Production in 2016

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## Milestone Coincides with Newmark's Companywide 25th Anniversary Celebration; Company Surpasses \$30 Billion in Total Commercial Mortgages Placed Since 1991

Seattle, Washington – Newmark, the largest independent commercial mortgage banking firm in the western United States, is celebrating the company's 10 year anniversary of opening a dedicated regional headquarters in Seattle. Since opening its Seattle regional office in 2006, Newmark's Pacific Northwest team of producers has been responsible for placing more than \$3.3 billion of commercial mortgages across 278 individual loans, and is on track to generate more than \$421 million of new production from two offices (Seattle and Spokane) in 2016.

"Newmark has made a home in Seattle and we are proud of the role the company is playing in the funding of a robust commercial real estate market in the Pacific Northwest," said Michael Heagerty, principal and CFO for Newmark. "During the past 10 years, our team of producers has grown and our original principals are still guiding the way. That says a lot about a company that values its human capital. Longevity. This milestone is a validation of Newmark's service ethic, production platform, and the expertise that our clients rely on for strategic financial planning and asset stabilization."

Newmark's regional headquarters was founded in December of 2006 by Hans Siebert and Michael Taylor, principals still guiding the work of the Pacific Northwest production teams to this day. Siebert and Taylor have collaborated for more than 27 years as top performing commercial debt specialists and remain active as principal producers in the Seattle office. They gathered their team to celebrate the hard work and significant production of the Pacific Northwest producers with a dinner at Canlis, the legendary Seattle fine dining restaurant, where Taylor reflected on what drives success at Newmark:

"The Newmark brand represents a commitment to client service, diligent underwriting and dedicated financial stewardship on behalf of some of the nation's largest lending and life insurance institutions," said Michael Taylor, co-founding principal of the Seattle office. "This is what attracted Hans and I to Newmark ten years ago, and all of you since. The commitment to these key pillars is demonstrated everyday through the hard work of our production teams here in the Pacific Northwest. We play a vital role in the real estate markets we serve by delivering diverse capital sources from all over the country, and do so representing a brand with integrity and longevity that has empowered us all to grow and do business as leaders in our chosen field. That's a lot to celebrate."

In fact, Newmark is also celebrating its company-wide 25th Anniversary this year. Since its launch in November of 1991, the firm has placed more than \$30 billion of commercial mortgages across 3,500 unique transactions covering the spectrum of commercial real estate asset classes including office, industrial, retail, multifamily, mixed use, hospitality, self storage and mobile home parks. Newmark is on track to close more than \$2.2 billion in commercial mortgages companywide in 2016, the fifth year in a row Newmark has exceeded this volume. Newmark also services a commercial mortgage portfolio of \$9 billion on behalf of its roster of institutional lenders, representing more than 1,100 unique loans.

The Newmark brand today now represents one of the most trusted independent commercial mortgage platforms operating in the contemporary U.S. markets, serving the needs of 20 institutional lenders as their correspondent and servicing agent. The Newmark culture, in large part, has been developed by the many production teams that have driven the company's success and created a unique platform championing individual workstyle supported by peer collaboration and robust operational resources. This platform has now grown from its original partners operating in Northern California to include 65 principals, associates and employees operating from eight production offices located in four states that serve a diverse client base throughout the western U.S. markets.

### **About Newmark**

Newmark is a full service independent mortgage banking firm with an extensive lineup of correspondent lenders utilizing Newmark's production, closing and servicing capabilities. Established in 1991, Newmark is currently staffed by over 60 employees in regional offices throughout the western United States. The company services approximately \$9 billion representing over 1,100 loans. Newmark is rated as a Primary Servicer by Standard and Poor's and is one of a select few non-banking/non-insurance chartered companies with this designation. For more information please visit [www.newmarkrealtycapital.com](http://www.newmarkrealtycapital.com)