



GLENN GIOSEFFI

First Vice President, Shareholder

Glenn specializes in placing commercial debt throughout the United States. Since 2001, he has funded in excess of \$1 billion in commercial debt. Over the past five years, he has averaged \$150 million per year.

Glenn's focus is on recourse, non-recourse, multi-family, hospitality, industrial, retail, office, apartments, and owner-user loans.

Glenn was the number six producer in the Kidder Mathews Northwest region for 2017. Formally he was the number five capital markets producer nationally at Marcus & Millichap.

He attended the University of Rhode Island, where he also played lacrosse, and graduated with a Bachelor of Arts in mathematics. After graduating, Glenn worked as a ship's captain with a US Coast Guard captain's license, as well as a US Department of Commerce federal agent in pursuit of white collar crime and fraud.

REAL ESTATE ADVISORY

DEBT Structure

DEBT Reorganization

ACQUISITION AND REFINANCE Debt

PROFESSIONAL RECOGNITIONS / AFFILIATIONS

LICENSE, California Broker

MEMBER, Puget Sound Rental Housing Association

SELECT CLIENT LIST

US Bank

Wells Fargo

Bank of America



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