

PLACEMENT AGENTS

Placement Agents That Raise Capital for Real Estate Vehicles

Sponsor	Contact	The Skinny
Accord Group San Francisco	Jack Berquist 628-218-7985 jberquist@accord-group.net	Boutique investment bank focused solely on real estate. Offers strategic advisory, capital-raising and M&A services, including recapitalizations of funds, portfolios and platforms. Clients have included Avanath Capital, Cabot Properties, High Street Realty, Pradera, Sares-Regis and Swift Real Estate. Global operation with offices in San Francisco, Chicago, London and Hong Kong. Founded in 2013.
Adara Capital New York	Leslie Carranza 212-430-5064 lcarranza@adaracapital.com	Founded in 2013 by Leslie Carranza. Provides capital-raising and advisory services, primarily for North American institutions. Works on funds, separate accounts and joint ventures. Offices in Bingham Farms, Mich., and New York. Affiliate of Stonehaven.
Allegro Advisors New York	Thomas Boytinck 212-988-7633 thomas.boytinck@allegrocompanies.com	Ex-Deutsche Bank executive Thomas Boytinck founded shop in 2005. Raises equity and debt for discretionary funds, separate accounts, joint ventures and one-off deals. Offers buy-side services. Often collaborates with Incubation Capital and Excelsior Capital. Client roster includes Alex. Brown Realty, Hungerford Capital and Noble Investment.
Alpha Capital CRE Chicago	Anthony Longo 312-436-0569 alongo@alphacapitalcre.com	Boutique advisory firm founded in 2008 by Anthony Longo and Michael Riley. Raises capital for real estate funds and joint ventures. Also does one-off deals.
Alternative Investment Source Radnor, Pa.	Bonnie Plunkett 610-783-0702 brp@altinsource.com	Has worked with experienced and emerging managers since founding in 1999. Prefers minimum \$200 million mandate for funds. Services include capital raising and investor relations. Also lines up capital for direct deals and provides consulting services for operators who prefer to raise capital in-house.
Artis Advisors Washington	Brian Gill 202-580-7013 bgill@artis-advisors.com	Represents firms seeking partners for development or value-added deals. Also raises capital for funds and separate accounts. Clients include Accend Cos., Monument Realty, Omega Industrial Realty, Realco Capital and Sandstone Properties. Affiliate of Stonehaven.
Atlantic-Pacific Capital Greenwich, Conn.	Peter Larsen 212-981-0628 plarsen@apcap.com	39-member team raises equity for real estate, private equity and other alternative strategies from seven offices worldwide. Recent clients include Longpoint Realty, Starcrest Capital, Castleforge Partners and InfraRed Capital.
Avec Capital New York	Nina Lesavoy 212-752-7210 nlesavoy@aveccapital.com	Led by founder Nina Lesavoy. Works with private equity and alternative-asset investors, including real estate sponsors. Client Locust Point Capital recently held final close on fund. Helping Deutsche Finance International raise equity.
Brunel Advisors Sao Paulo	Daniel Rummery dan@bruneladvisors.com Tim Chamberlain tim@bruneladvisors.com 55-11-428-0983	Formed in 2015 through merger of regional firms led by British ex-pats Daniel Rummery and Tim Chamberlain. Provides capital-raising and advisory services across asset classes, including for real estate funds and co-investment vehicles. Focused on deals in Brazil and Latin America. Affiliate of Stonehaven.
Capstone Partners Dallas	Steve Standbridge 972-980-5800 sstandbridge@csplp.com	Works on 8-10 mandates a year across private equity, credit, infrastructure and real estate sectors. Offices in Dallas, New York, London, Geneva and Singapore.
CBRE Capital Advisors New York	James Scott 212-656-0556 james.scott@cbre.com	CBRE Group's investment-banking team raises equity for funds, joint ventures and separate accounts focused on real estate/real assets globally. Executive managing director James Scott leads U.S. operation in New York. Offices in London and Singapore.

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Chatsworth Securities Greenwich, Conn.	Ralph DiFiore 203-413-9980 rd@chatsworthgroup.com	Works with managers on alternative-asset strategies, including real estate. Will raise equity for funds, separate accounts and joint ventures from U.S. and foreign investors. Also lines up financing for one-off deals. Founded in 1996.
CrossCon Real Assets Capital Park City, Utah	Michelle LeRoy 310-890-9786 mleroy@crossconcap.com	Founder Michelle LeRoy provides outsourced and third party capital-raising services for fund managers globally. Focus on emerging managers targeting \$250 million to \$800 million for funds, separate accounts, joint ventures and entity-level investments. Clients include Align Finance, Arden Group and Pamfleet International.
Eastdil Secured New York	Jeffrey Scott 212-315-7229 jscott@eastdilsecured.com Kieran O'Shea 202-688-4018 koshea@eastdilsecured.com	Investment-banking platform solicits institutional equity for joint ventures, recapitalizations and funds on behalf of public REITs, large owner/operators and developers. Handles restructuring and advisory assignments. Recent capital raises for American Campus Communities, Carmel Partners, Lexington Realty and MetLife.
Eaton Partners Rowayton, Conn.	Ulises Flores 203-286-2970 cuf@eatonpartnersllc.com	Subsidiary of Stifel Financial has more than 75 staffers globally. Raises capital for alternative-asset managers, including real estate shops. Provides advisory services and works on secondary-market sales of fund stakes. Clients have included Baring Private Equity Asia, Bridge Investment, KSL Capital and Moorfield Real Estate.
Evercore New York	Bill Thompson 415-229-8071 bill.thompson@Evercore.com	Hired veteran fund-raising team led by Bill Thompson in April from Greenhill & Co. to beef up real estate practice. Thompson is co-chief executive of overall private-capital advisory service. Firm provides capital raising, M&A, recapitalization, restructuring and secondary-stake advisory services for real estate sponsors and limited partners. Seven global offices with 21 dedicated real estate staffers. Current clients include Areim, FCP, Fortress Investment, HSP Investment and Related Cos.
First Avenue Partners London	Jess Larsen 646-582-5774 jlarsen@firstavenue.com	Works with alternative strategies globally, including real estate funds. Offices in London, Hong Kong, New York, San Francisco and Sydney. Recent clients include Chenavari Investment Managers, Clarion Partners and Meridia Capital. Principal Patricia Riordan Chalian, responsible for North America, left last month.
Fortress Group Atlanta	Patrick Neuman 404-900-5509 pneuman @fortressgroupinc.com	Represents clients in the following sectors: private equity, venture capital, private credit, real estate and real assets. Advises on secondary-market sales of fund stakes. Offices in Atlanta, New York, London and Singapore.
Forum Capital New York	Jeffrey Stern 212-290-1787 jstern@forumcp.com	Raises institutional capital for vehicles investing in private equity, real estate and other real assets globally. Also works on one-off transactions and provides advisory services.
Gesher Capital Chicago	Yaniv Zilberman 312-560-5516 yzilberman @gesher-capital.com	Advisory firm founded in 2015 by Yaniv Zilberman. Focuses on raising capital for alternative-investment managers, including those with a real estate focus, targeting investments in Israel. Became an affiliate of Stonehaven this year.
HFF Securities Los Angeles	Tom Mizo 310-407-2100 tmizo@hfflp.com	Veteran team raises equity globally for funds, separate accounts and joint ventures. Also advises on M&A, privatizations and recapitalizations. Clients include AIG, Allegiant Real Estate, ESR, Frogmore Real Estate, Praedium Group and Voya Financial.
Hodes Weill & Associates New York	Doug Weill doug.weill@hodesweill.com David Hodes 212-867-0888 david.hodes@hodesweill.com	Global team of 36 staffers focuses solely on real estate. Raises institutional capital for funds, separate accounts, joint ventures and co-investments. Provides M&A and strategic advisory services. Recent clients include Asana Partners, Crow Holdings, Cerberus Capital, IGIS Asset Management, Longfellow Real Estate and Tristan Capital.

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Hycroft Advisors New York	Brian Bode 203-524-0437 bbode@hycroftadvisors.com	Five-year-old firm founded by Scott Myers, who earlier co-founded Cogent Partners. Historically focused on private equity and venture capital, but over the summer merged with Excelsior Capital of Greensboro, N.C., led by founder Brian Bode. Bode will seek 2-3 real estate mandates, which could be structured as funds, joint ventures or recapitalizations. Vehicle sizes would range from \$150 million to \$300 million. Past Excelsior clients include Argosy Real Estate, FPA Multifamily and Ram Realty.
Incubation Capital Chicago	Jonathan Glick 312- 635-0835 glick@incucap.com	Focuses on next-generation investment managers, particularly fund operators seeking at least \$150 million of equity. Also raises capital for separate accounts, programmatic joint ventures and entity-level investments. Hired Ryan Robinette this year from Alignium. Past and current clients include BroadVail Capital, L3 Capital, Novel Coworking, Palatine Capital and Singerman Real Estate.
JLL Securities Chicago	William Cavagnaro 212-812-6517 bill.cavagnaro@am.jll.com	Unit of JLL's capital-markets group. Raises capital for commingled funds, joint ventures and separate accounts. Provides investment-banking and municipal-advisory services.
JTP Capital New York	Mitchell Sikora 212-792-7726 msikora@jtpllc.com	Six-member team led by Mitchell Sikora, who previously ran advisory platforms at Merrill Lynch, UBS and MVision. Focus is on capital raising and consulting for real estate/real assets firms globally. Current mandate for Virtus Real Estate Capital.
Lazard Private Capital Advisory New York	William Riddle 212-632-1978 william.riddle@lazard.com	Represents real estate, buyout and venture-capital funds globally. Also advises on the trading of fund stakes in the secondary market.
Longstone Capital New York	James Elkus 914-412-9090 jhe@longstoneca.com	Raises capital for real estate and other alternative fund strategies. Selectively works on club structures, direct deals and joint ventures for emerging and established managers. Offices in New York and Austin.
Mallory Capital Darien, Conn.	Conrad Weymann 203-655-1571 conrad@mallorycapital.com	Seven-member team represents sponsors of funds and separate accounts investing in real estate. Also has clients in private-equity, private-debt and infrastructure sectors.
McSween Advisors New York	Robert McSween 212-744-1581 rmcsween @mcsween-advisors.com	Formed in 2017 by Robert McSween, who earlier co-founded Artis Advisors and served as a managing partner at ING Realty. Advises on M&A and provides placement-agent services for operators and investors. Recent clients include Element Critical, Industry Capital and Madison Marquette. Affiliate of Stonehaven.
Mercury Capital New York	Alan Pardee 646-786-8052 apardee@mcadv.com	Raises capital globally for real estate, private-equity, credit and other alternative-asset investment managers. Works on 6-8 real estate mandates a year involving funds, joint ventures and other structures. Recently opened 10th office, in New Delhi. Hired Nick Savasta in May as chief executive of asset-management arm. Current clients include Alpha Investment, Gaw Capital, Madison International Realty and Walton Street Capital.
Mesa Capital New York	Claudia Ruemmelein 347-481-9368 cr@mesacapadvisors.com	Claudia Ruemmelein founded shop in 2015. Focuses on raising capital in Latin America for U.S. and European operators of vehicles investing in alternative assets, including real estate. Offices in Manhattan and Colombia. Also works with Latin American investors seeking managers and will collaborate with other placement agents seeking capital in Columbia, Chile and Peru.
Metric Point Capital New York	Brendan Edmonds 512-648-3348 bedmonds@metricpoint.com	Founded in 2017 by former Atlantic-Pacific Capital partners Brendan Edmonds, Alex Leykikh and Jim Weidner. Raises capital for funds, programmatic joint ventures and co-investments. Clients include IPI Data Center Partners and Iron Point Partners.
Monument Group Boston	Lori Campana 617-423-4700 lori@monumentgroup.com	Raises capital for private equity, real estate and other real-asset funds from offices in Boston, Hong Kong, London and Tokyo. Added two partners this year, raising total to 16. Also hired director Keiko "Kay" Sano in Tokyo to bolster Asian platform. Recent clients include Beacon Capital, Berkshire Group, Dune Real Estate, Embarcadero Capital and Phoenix Property Investors.
MVision New York	Hussein Khalifa 212-616-6852 hak@mvision.com	Found in 2001 in London. Offices in Hong Kong, New York and San Francisco. Raises capital across alternative-asset strategies, including real estate.

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Oderoche New York	Yasmine Uzmez 212-202-0996 yasmine.uzmez @oderoche.com	Boutique shop founded in 2016 by Yasmine Uzmez. Former global head of Allstate's real estate equity group Edgar Alvarado serves as senior advisor. Firm raises capital from U.S. and Canadian institutions for U.S. and European funds, co-investments and joint ventures. Handles 2-4 mandates annually, aside from advisory services. Recent clients include Clearbell Partners and HighBrook Investors.
Palladian Investment Denver	Andy Massik 917-797-5454 amassik @silverleafpartners.com	Formed in 2008 and affiliated with Silver Leaf Partners in 2011. Four staffers in Denver and New York offer advisory/capital-markets services to real estate, renewable-energy and private-equity sponsors. Raises capital globally, focusing on wealthy individuals, wealth managers, investing networks and family offices.
Park Hill Real Estate New York	Michael Stark 212-364-5752 stark@parkhillgroupre.com	One of the biggest names in the sector. Offices in New York, Chicago, San Francisco, Hong Kong, London and Sydney. Provides real estate advisory services and raises capital for funds and other structures. Can handle direct asset sales and recapitalizations. Clients have included Blackstone, Dermody Properties, L&M Development, Jamestown, Savanna and SC Capital.
Park Madison Partners New York	Nancy Lashine 212-448-7350 nlashine @parkmadisonpartners.com	Raises equity globally for funds, separate accounts, direct investments and portfolio recapitalizations. Also advises managers and operates its own fund of funds. Hired Commonfund Capital managing director Jack Foster as a principal this year, while also promoting John Sweeney to principal. Recent clients include Atlas Capital, GreenOak Real Estate, Pennybacker Capital, Rockwood Capital and Waterton Associates. Managing partner Nancy Lashine co-founded the firm in 2006.
Probitas Partners San Francisco	Michael Hoffmann mjh@probitaspartners.com John Caley 415-402-0700 jtc@probitaspartners.com	Provides advice and raises capital globally, serving both emerging and experienced fund managers. Also works on direct investments, separate accounts and hybrid vehicles. Offices in San Francisco, New York, Hong Kong and London. Past clients include Benson Elliot, Calmwater Capital, Hammes Partners and Westbrook Partners.
Roseview Group Boston	Joshua Anderson janderson@roseview.com 206-535-2401 James Evans 617-543-5764 jevans@roseview.com	Provides fund-raising and advisory services to funds, separate accounts and joint ventures. Main office in Boston, with satellites in Seattle and Philadelphia. Clients include Lake Union Partners and Systima Capital.
SandCap New York	Jason Sander 917-968-2046 jsander@sandcap.net	Led by former Murray Hill Properties fund-raising head Jason Sander. Focuses on programmatic joint ventures for operators and investors, but will raise capital for funds and other structures. Affiliate of Stonehaven was formed in 2015.
Shelter Rock Capital New York	Walter Stackler 646-768-2051 walter.stackler @shelterrock.com	Twelve-person team raises capital for real estate funds, joint ventures and separate accounts. Global coverage includes in-house staff for Europe and Latin America, an alliance with Matrix Japan in Asia and soon-to-be-announced alliances in Israel and South Korea. Also provides broader advisory services. Veteran fund-raiser Jim Murphy joined this year as senior advisor. Recent clients include Clarion Partners, Dalfen Industrial, Drawbridge Realty, Griffis Residential and Trilogy Real Estate.
Sienna Capital New York	Anne Oh 646-610-2206 anneoh@siennacapital.com	Boutique investment-banking shop was formed in 2011 by Aviva Investors alum Sean O'Shea. Principal Anne Oh oversees North American and Korean capital. Will raise capital for funds, separate accounts, joint ventures or other structures.
Stonehaven New York	David Frank 212-218-7626 dtf@stonehaven-llc.com	Global capital-raising platform focuses on investments in real estate, hedge funds, private equity and infrastructure. Platform led by chief executive David Frank and partners Steven Jafarzadeh and Mark Sullivan. In addition, Stonehaven has "affiliate partners" that use its broker-dealer while raising capital. Those partners include Artis Advisors, McSween Advisors, SandCap and Torrey Capital.
Torrey Capital San Diego	Rana Prasad 858-366-2856 rana@torreycapital.com	Raises equity for commingled funds and one-off deals. Currently working on commingled fund for Pathfinder Partners. Affiliate of Stonehaven was launched in 2009 by Rana Prasad.

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Triton Pacific Capital Los Angeles	Robert Davis 424-442-1380 tritonpacific @tritonpacificcapital.com	Raises capital for vehicles in the following sectors: real estate, private equity, private credit, secondary offering, energy and infrastructure. Works across strategies, geographies and vehicle types. Clients have included Arch Capital, Castle Creek Capital, Forum Partners, Frogmore Real Estate and Rockbridge Capital. Offices in Los Angeles and New York.
UBS Real Estate Private Capital Markets New York	Jonathan Gerber jonathan.gerber@ubs.com 212-821-3339	Raises capital for real estate, private-equity, infrastructure and debt funds. Advises real estate owners and operators on joint ventures, entity-level investments and recapitalizations. Arranges co-investments through UBS Wealth Management. Recent clients include Greystone and First Industrial.
XT Capital Westport, Conn.	Julie Cochran 212-909-2682 jcochran@xtcapital.com	Solicits capital and provides advisory services for alternative-asset investors, including real estate sponsors.

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