



Doody joins Johnson Capital as managing director and opened the company's new office in Rochester

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According to Johnson Capital, Thomas Doody has joined the firm as managing director and has opened the company's new office in Rochester. In his position, Doody's responsibilities include placing debt for multifamily, retail, office, industrial and hospitality properties. In addition, he will spearhead business development in the region with clients, service providers and capital sources including life insurance companies, government sponsored enterprises and commercial banks.

Doody brings to Johnson Capital over 20 years of FHA Multifamily and commercial real estate lending experience having closed over \$3 billion in loans for the construction, rehabilitation, refinance and acquisition of multifamily, commercial, and residential healthcare properties.

Prior to joining Johnson Capital, Doody was a principal as well as the national sales manager for Tavernier Capital Funding, where he helped establish the firm and receive HUD approval. He then oversaw loan origination in the firm's offices in Florida, Atlanta, Buffalo and Rochester. He produced over \$4 million in fee income and over \$100 million in closed loan volume within 18 months of the firm approval as a lender. Doody sold his ownership interest in the firm in July 2011.

Before forming Tavernier, Doody was a vice president and FHA production manager for Key Bank Real Estate Capital where he assisted in rebuilding the FHA multifamily and senior healthcare facility division after the defection of the firm's department head. This included developing the FHA lending programs within the banks 27 regional community banks headquarter locations. Doody had done the same for collateral Real Estate Co., where he had been recruited by the company's CEO and director of agency lending to assist the company to rebuild the FHA loan origination platform after the previous FHA manager left the firm. His earlier experience includes positions as regional director for Arbor Commercial Mortgage and, before that, WMF Group, where he established and built loan production operations.

Cliff Carnes, president of Johnson Capital, said, "The addition of such a high-level financing executive such as Tom, who understands the banking world so well, will not only have a major positive impact on our future business, but it also says a lot about how well-regarded Johnson Capital is in the industry and how far the company has come."

Doody is a member of the Mortgage Bankers Association. His charity work includes serving on the Board of Directors of the Greater Rochester YMCA and on the Housing Advisory Counsel for various not-for-profit organizations.

Doody, graduated from the University of North Carolina with a Bachelor of Science degree in Business Administration and Economics.

About Johnson Capital:

Celebrating its 25th anniversary as a leader in commercial real estate investment banking, Johnson Capital's services include debt placement and acquisition financing for permanent loans, construction financing and property repositioning, in addition to joint venture equity placement for individual assets, portfolios, entities and discretionary funds. The firm is a leading national commercial real estate capital intermediary with direct lender relationships through Fannie Mae, Freddie Mac, HUD and many insurance companies.

Johnson Capital's transactions have ranged in total funding from \$1 million to over \$300 million and have financed all property types, including: multifamily, office, retail, industrial and hotels. Since its inception in 1987, Johnson Capital's aggregate transaction volume has surpassed \$36 billion. Headquartered in Irvine, CA, Johnson Capital is one of the country's top real estate capital advisory firms with 20 locations nationwide.

For more information, go to: www.johnsoncapital.com.

Mr. Cliff Carnes
President
Johnson Capital
2603 Main Street #200
Irvine, CA 92614
949-660-1999
cliffcarnes@johnsoncapital.com

Mr. Thomas Doody
Managing Director
Johnson Capital/Huntoon Hastings
470 Long Pond Rd, Suite 220
Rochester, NY 14612
585-520-0330
tomdoody@johnsoncapital.com

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540