



## Hires joins Greystone's portfolio lending group as managing director

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According to Greystone, a leading national provider of multifamily and healthcare mortgage loans, Keith Hires has joined as a managing director. Focusing primarily on bridge and mezzanine lending products targeted to borrowers in the Southeast and Mid-Atlantic, Hires will report to Marty Lanigan, head of Greystone's portfolio Lending group.

With more than 25 years of real estate experience, Hires has executed transactions in excess of \$7 billion during his career. He was most recently a Managing Director at Guggenheim, responsible for building a loan production platform for the company's Atlanta office. Prior to Guggenheim, Hires served as a managing director at Prudential Financial, where he was responsible for development of the Capital Markets and Fannie Mae programs for the Eastern Region covering offices located in Atlanta, Washington, D.C. and New York City. His responsibilities at Prudential also included pricing, structuring and committee approval of commercial real estate loans intended for conduit or agency execution. Earlier in his career, Hires was director in the multifamily division of Freddie Mac and vice president at JE Robert Companies.

"Keith is an incredible addition to our growing Portfolio Lending team, and his reach in the Southeast and Mid-Atlantic regions is going to be integral as we look to satisfy the growing demand for interim financing across multifamily, healthcare and student housing properties," said Lanigan. "Having worked with Keith previously, I know his production banking talent will be an asset to Greystone."

"I am excited to be a part of an organization that has such a strong entrepreneurial spirit and look forward to growing the portfolio lending platform at Greystone," said Hires.

He holds a BBA from the University of Georgia and an MBA from Georgia State University. He also serves on the board of directors of Special POPS, a non-profit focused on enriching the lives of children

and adults with intellectual disabilities.

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