



Executive of the Month: Cox, managing director of Hunt Mortgage: Continues to evolve as an originator - and as a person

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Steven Cox, managing director of Hunt Mortgage Group, grew up in Elmont, N.Y. in the 1980s. After he graduated from college instead of hitting the job market, he wanted to travel and see the rest of the United States. He ended up in Tempe, Arizona working on an airline and traveling throughout the country and Europe. "The experience was a fantastic education - it was also great fun. I learned a lot about myself and about the world. I returned to New York to become a New York fireman," he said.

From 1999 until 2005 Cox was a New York City fireman. It was a tremendous experience. "I developed lifelong friends and skills that are invaluable. Thinking fast on my feet, being able to handle a crisis calmly and effectively, and the ability to work with all types of people were just some of the skills I acquired. It was a rewarding job and one that I'm particularly proud," he said.

He is also humbled by his experience as a fireman. He was based at the firehouse across the street from the World Trade Center. "I was not working on that day - September 11th, 2001. Many friends and colleagues died on that fateful day. The world saw firsthand the bravery of the men and women of the New York Fire Department on that day. I will never forget it. I spent another few years as a firemen working in Queens until one day I was presented with a life-changing opportunity from a family friend," he said.

Cox met Neil Cullen in 1999. He was a friend of his father-in-law who worked in commercial real estate. "He liked me. We spent a lot of time together and he thought I would be a good fit for real estate. Neil spoke to a friend of his at PW Funding and got me an entry level job. I joined PW Funding as part of the screening group in January of 2005 working under the tutelage of Bill Hyman, to whom I still report today," he said. There he learned the basics of the business, reviewing each deal to ensure all facets of the loan were complete. For three years he looked at every asset type and probably dissected more than 1,000 deals. The experience taught him the intricacies of pricing, closing, underwriting, and processing, and gave him access to markets nationwide. It also exposed him to all forms of financing including Fannie Mae, Freddie Mac and CMBS. This comprehensive foundation in structuring and financing a real estate transaction has helped him throughout his career.

In mid-2008, he moved into originations. There he focused on the Midwest - Indiana, Ohio, and Missouri. "I found the people there typically viewed real estate with a long time horizon. Owners of commercial properties there invested for the long-term and did not frequently sell their properties or look to cash out. Unlike many east coast owners and investors, looking to maximize their investment by flipping a property," said Cox.

Following a number of acquisition and mergers, PW Funding evolved into Hunt Mortgage Group.

Today, he leads a team of five originators. Based in Hunt Mortgage Group's headquarters in New York City, his clients are direct borrowers and brokers. His client base has evolved naturally over time and they are based all over the United States. He also opened the Miami office.

"I'm particularly proud of where my life has taken me - I never followed the typical path. I'm happy at Hunt Mortgage Group because today I have the ability to offer my clients great products and deliver what they want. I have the ability to hire and work with talented young people - helping and mentoring them much like Neil Cullen and Bill Hyman did for me," said Cox.

"I continue to evolve as an originator, and as a person. With a growing business, a healthy and dynamic market and four small children - I know that there are many more exciting journeys in store," he said. Steven Cox, Hunt Mortgage Group

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