



Li joins The Carlton Group as SVP of international capital markets division

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Howard Michaels, chairman of The Carlton Group, an international real estate investment banking firm that specializes in raising large amounts of equity and debt, revealed that Shawn Li has been hired as senior vice president in its international capital markets division.

With 10 years of experience in design, management and real estate investment, Li is well positioned to drive the execution of high-profile transactions for Carlton's global debt and equity origination and placement businesses. Li will also serve as an integral resource for the firm's Asia team, utilizing his extensive experience and relationships with major Asian investors.

"The Carlton Group is one of the most respected investment banking firms in the global real estate market," said Li. "As Carlton continues to navigate complex debt and equity transactions for major industry players, I look forward to leveraging my vast experience in the United States and internationally to continually secure favorable arrangements for our clients."

Prior to joining the Carlton team, Li was in charge of acquisitions and development at SoHo Properties, a New York-based real estate investment and development firm. He has participated in the execution of more than \$1 billion of real estate transactions across United States, with investments in opportunistic, value-add and distressed assets. Li also held positions on Jones Lang LaSalle's strategic consulting team and HOK's planning and project management team in China.

Li graduated from Massachusetts Institute of Technology with a master's degree in Real Estate Development and holds a bachelor's degree in Urban Planning from Sichuan University. He is a founding member of American Chinese Real Estate Society, a leading Chinese real estate association in the U.S., and is in process of founding Sichuan University Club of New York. Mr. Li is a member of the Urban Land Institute and is a LEED-Accredited Professional.

Over the past several years, The Carlton Group has completed more than \$6 billion of development equity and debt transactions, regularly working with some of the largest developers and institutions in the world. As a result of this track record, the firm has come to be widely known for its ability to navigate the complexities of high-profile transactions.

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