



## **2017 Year in Review: Wanda Pearson, RSA Mortgage Brokerage LLC**

December 19, 2017 - Spotlights

Name & Title: Wanda Pearson, CEO

Company Name: RSA Mortgage Brokerage LLC

Address: 123 William Street, 12th Floor, New York NY 10038

What was your most notable project, deal, transaction or professional achievement in 2017?

RSA Mortgage Brokerage achieved 35 percent growth by the end of Q3 2017 over our entire 2016 volume. This reflects our response to steadily increasing demand for commercial mortgages, lines of credit and alternative forms of financing for owners of multifamily, mixed-use and commercial buildings throughout New York City and beyond.

Who or what contributed to your success in 2017 and why?

Intense focus on finding solutions for our clients drove our success in 2017. RSA Mortgage Brokerage has earned a reputation for closing complicated financings for our clients. A good example is a \$6 million mixed-use loan in Chinatown encompassing six buildings on one tax lot, an intricate ownership structure involving various interrelated family trusts, including one overseas, rights of succession issues and New York City DHCR non-compliant status. We successfully resolved all these issues to obtain the loan.

What trends will impact your business in 2018?

Our pipeline is expanding with a wide range of deal structures reflecting the demands of our larger clients. We are negotiating terms with lenders for loans of \$30 million and larger, a trend we see continuing in 2018. This is driven by increased awareness of our expertise, extensive lending sources, creative perspectives and innovative financing solutions.

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