



## **2017 Year in Review: Cate Agnew, Natixis Corporate and Investment Bank**

December 19, 2017 - Spotlights

Name & Title: Cate Agnew, Executive Director/Chief Appraiser

Company Name: Natixis Corporate and Investment Bank

Address: 1251 Avenue of the Americas, New York NY 10020

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

Accepting the position at Natixis Corporate and Investment bank, to set up a new department for strategic valuation and credit risk management. This is exactly the kind of challenge that my career has been building toward, and being able to have a positive and immediate impact on the U.S. based real estate lending was both exciting and inspirational. Being able to become part of Natixis, an international banking firm with history since 1818, brings added texture to the conversation as well.

What was the best decision you made in 2017 and why?

Opening myself up for, and moving toward, corporate board positions. Doing so allowed me to invest in the goals of others and understand that promoting women for a variety of executive level roles is accretive to value by any measure. Being at Natixis, which supports the enrichment of experience that serving on corporate boards affords its staff, was a goal that fits well with my current profile and strengths.

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

Without a doubt, being on the internationally-based RICS Finance Committee, while performing as Vice Chair of the CCIM Audit Committee. This builds on my experience as founding member of two chapters of CREW (Commercial Real Estate Women): both MNCREW, and CREWNY. In addition to these board and committee roles, I mentor and sponsor rising talent, and provide educational and networking opportunities. This keeps my own professional outlook fresh and forward-oriented.

What trends will impact your business in 2018?

Valuation remains an ongoing conversation and even debate. Firmly understanding where we are

in the real estate cycle and remaining open to conflicting data points is a way to stay current with trends while not losing sight of not only current events, but past trends. I think the continuing tranching of the real estate sectors is critical as assets move firmly into A, B and C categories.

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