



Arbor Realty Trust appoints Lutz executive vice president, chief production officer

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Uniondale, NY Arbor Realty Trust, Inc., the firm has appointed Frank Lutz as executive vice president, chief production officer. Lutz will oversee all of Arbor's agency lending platforms as it relates to business development and the firm's expansive national production network and originations team. Additionally, he will serve as the company's liaison between Arbor's agency partners as it relates to production.

Lutz comes to Arbor with more than 25 years of multifamily agency experience. He joins Arbor with a focus on supporting the firm's rapid growth as a leading multifamily finance franchise.

"Frank's tenured experience, deep knowledge of the business and strong agency and industry relationships are certain to further support Arbor's strategic growth as we continue to rapidly expand both our brand and overall production footprint across the nation," said Ivan Kaufman, chairman and CEO of Arbor Realty Trust. "As a top Fannie Mae DUS multifamily lender, Arbor's experience and relationship with Frank stems back many years and we are very pleased to welcome him to the Arbor family."

Lutz joins Arbor from Berkadia where he spent the past seven years as senior vice president, Fannie Mae liaison, managing Berkadia's Fannie Mae and Freddie Mac production relationships and has served as the Chairman of the Fannie Mae DUS Advisory Council. Prior to joining Berkadia, Lutz was with Fannie Mae where he served as vice president, customer management for the Northeast.

Lutz holds a Bachelor of Science from Pennsylvania State University and an MBA from Villanova University.

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