



Arbor Realty Trust names O'Brien senior vice president, agency production

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Uniondale, NY Arbor Realty Trust, Inc. has appointed Bill O'Brien senior vice president, agency production.

O'Brien will be responsible for the development and growth of Fannie Mae and Freddie Mac production pipelines as well as agency relationship management.

"Bill's deep agency product knowledge and relationships, along with his many years of multifamily experience, will help support Arbor's strategic growth plans as we continue to further increase our leadership as a top agency lender," said Frank Lutz, executive vice president, chief production officer. "We are delighted to have Bill join the Arbor team."

O'Brien comes to Arbor with more than 25 years of commercial real estate lending experience. For the past 10 years, he served as Fannie Mae's director of multifamily. In this role, he managed several national accounts, including two Top 10 DUS Lenders. Prior to this position, O'Brien worked at Capmark Finance Inc./GMAC Commercial Mortgage. During his 12-year tenure there, O'Brien advanced to serve as senior vice president, director of underwriting and origination for a West Coast regional office. He was responsible for generating origination volume of approximately \$2.5 billion per year from 2004-2007 in various product types, with the largest concentration in apartment lending.

O'Brien holds a Bachelor of Science from The College at Brockport, State University of New York.

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