



2018 Women In Real Estate, Professional Services: Precilla Torres, Hunt Real Estate Capital

September 18, 2018 - Spotlights

Name: Precilla Torres

Title: Senior Managing Director and Head of the Proprietary Lending Group

Company Name: Hunt Real Estate Capital

Real estate association / organization affiliation(s): CREFC member

What blogs, resources, podcasts or influencers have helped you?

Various research and publication materials from top research bank analysts, real estate journals and marketing studies from economic firms like Rosen Consulting, REIS, CoStar, RCA and brokerage firms like Cushman & Wakefield, Marcus & Millichap and CBRE.

How many messages are in your inbox right now and how do you manage email?

I have thousands of emails and get probably close to a hundred, if not more, emails a day. Management is by looking at the subject and prioritizing based on time sensitivity and critical nature of the subject.

What do you do like to do for fun?

Travelling and spending time with my family.

In one word, describe yourself:

Caring

How important is it for women to create a personal brand?

Not sure if it's a personal brand, rather a reputation for exceptional leadership, outperformance and reliability is what is critical in ensuring consistent consideration in the workplace notwithstanding natural hurdles that may exist.

What are some of your biggest accomplishments in the last 12 months?

I have had a successful track record of success in heading up new businesses and platforms for every firm she has worked for. She has also been instrumental in shaping various CRE structured finance products through the introduction of structural innovations in various securitization transactions that have been replicated as market standards. I am currently the head of the Hunt Companies' Proprietary Lending Group, responsible for the firm's bridge, fixed rate and subordinated CRE debt products. I joined Hunt Real Estate Capital in May 2018 from Ares Management LLC, where I was most recently the co-portfolio manager and co-head of their CMBS platform. During her time as co-head of the CMBS Group at Ares, I jointly developed the business plan for their CMBS platform and was responsible for its maiden direct origination efforts. Prior to that role, I spearheaded multiple capital markets milestones for the real estate debt team, including expanding the group's warehouse lines by \$1 billion, conceiving, executing and personally placing all the investment grade bonds relating to a landmark private CLO without a bank that was highly accretive for the group's REIT, as well as similarly sourcing and structuring the refinancing of its corporate subordinated facility without a bank by utilizing her own personal networks.

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