



Year in Review 2018: Max Ralby, HKS Real Estate Advisors

December 18, 2018 - Spotlights

Name & Title: Max Ralby – Capital Markets Associate

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What was your most notable project, deal, transaction or professional achievement in 2018?

One of my most notable transactions in 2018 was the closing of a \$25 million (80% LTC) construction loan for a 134-unit affordable housing development in the Bronx. Our original mandate was to bring in mezzanine financing behind a traditional bank lender. However, my team and I were able to efficiently restructure the deal by securing a stretch-senior construction loan with a local NYC based debt fund. This was the start of a new relationship for myself and HKS and we look forward to several more deals with the client.

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