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Fuld joins Eastern Union as VP of underwriting

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Judah Fuld

Brooklyn, NY Eastern Union has hired Judah Fuld, Esq., to serve as VP of underwriting for Eastern Equity Advisors.

An affiliate of Eastern Union, Eastern Equity Advisors is an equity brokerage firm that leverages its relationships with capital providers to help real estate professionals raise equity from institutional and entrepreneurial sources. Eastern Equity Advisors primarily focuses on middle-market transactions in the \$15 to \$200 million range.

“With our steady rise in equity placements, Eastern Equity Advisors has played an increasingly critical role in the Eastern Union supply chain, serving as an invaluable counterpoint to our mortgage business,” said Eastern Union co-founder and managing partner Abe Bergman. “By bringing on a proven executive like Judah Fuld, we can be confident that the rapid growth of our equity business will be properly managed and properly guided. Our market is embracing our equity offerings more enthusiastically than ever, and Judah Fuld and his team will ensure that this demand is met both consistently and skillfully,” said Bergman.

Fuld, an attorney, previously spearheaded origination and underwriting at the Baltimore-based Neuman Commercial Group, an investment sales firm specializing in retail assets, where he also helped expand the company’s territory. Fuld also managed the creation of disposition analyses, assessed property values, targeted disposition pricing, and analyzed the effects of macroeconomic trends on commercial properties.

Prior to that, Fuld practiced as an attorney, providing counsel on various types of real estate matters to regional developers, retailers, corporations and institutions.

“I am proud to serve in a leadership capacity with one of America’s most accomplished and respected commercial real estate firms,” said Fuld. “With a portfolio extending across all asset types, Eastern Equity Advisors is expanding rapidly. My mission is to nurture and accelerate this growth.”

Fuld singled out Eastern Equity Advisors' reputation for creativity within the full capital structure, for gauging capital availability, and for expeditiously closing complex deals.

Fuld's duties will also include the identification of equity sources that are prepared to participate in multi-family deals of all sizes, building upon the company's record of success with larger transactions. He will also work with the equity team to target deals representing all asset categories.

Fuld graduated on the dean's list from Fordham University School of Law. He is also a cum laude graduate of the University of Maryland with a bachelor's degree in economics and has passed Level I of the Chartered Financial Analyst program.

Fuld volunteers with the Associated Jewish Community Federation of Baltimore and the Greater Pikesville Recreation Council in Pikesville, MD.

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