2020 Ones to Watch: Adrian Edery, Paradigm CRE

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Name: Adrian Edery

Company: Paradigm CRE

Title: Managing Director

Education: School of Hard Knocks

Which project, deal, or transaction was the "game-changer" in the advancement of your career?
The very first deal I did was when I was 19, while it was a small deal ($1.45 million), It was for a sizeable borrower. It was an acquisition loan with a construction component, in a small town in Connecticut. Being the age I was, and executing a structured loan gave me the momentum I have today, maintaining a $200 million pipeline of personal deals.

How do you contribute to your community or your profession?
The way I contribute back to my community is by taking a portion of my income and donating it to schools who cater to kids who need a second chance in learning, as sometimes people tend to skip over those kids, which is unfair.

What led you to your current profession?
Growing up with my father being a commercial mortgage broker, all I heard was "rent rolls" or "refinancing" so from a young age I knew exactly what I wanted to do as a career.

If your life were made into a movie, what actor would you want to portray you?
People sometimes confuse me with Brad Pitt…Just kidding.

What do you like most about your job?
I love the fast-paced environment, where things are always moving. Constantly competing on deals and successfully executing for our clients at favorable terms, is what I look forward to everyday.

Who or what inspires you?
My father inspires me as I have learned so much from him over the last 2.5 years with the company. In this business, issues always emerge so being able to evaluate the situation, and to come up with

a solution in seconds is something I hope to achieve in my career.

What social media platform do you use the most professionally?
LinkedIn, it is a very powerful tool and besides, I do not have anything else.