



Walker & Dunlop acquires AKS Capital Partners

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New York, NY Walker & Dunlop, Inc. has acquired AKS Capital Partners. Recognized as one of New York City's premier, independent capital markets advisory firms, AKS accelerates Walker & Dunlop's capital markets advisory capabilities in the NYC market. The AKS team brings an incredible track record as one of the highest producing debt and equity advisors in the country, responsible for originations valued in excess of \$50 billion of debt and equity financing for owner-operators of commercial real estate properties across the country, with a specific focus on institutional clients.

Willy Walker, chairman & CEO of Walker & Dunlop, said, "The acquisition of AKS Capital Partners is a game-changing addition that will propel the growth in our debt brokerage originations in 2020 and beyond. The team solidifies our presence in the most active commercial real estate market in the U.S., advances the array of financing and equity solutions we offer to our institutional clients, and in particular strengthens our debt brokerage capabilities beyond the multifamily asset class. We are very excited to welcome Aaron, Keith, Jonathan, Adam, and the entire AKS team to Walker & Dunlop."

The AKS team, led by partners Aaron Appel, Keith Kurland, Jonathan Schwartz, and Adam Schwartz will join Walker & Dunlop as senior managing directors and co-heads of the New York Capital Markets Practice and focus on sourcing and structuring financing for all commercial real estate asset classes nationally as well as expanding Walker & Dunlop's client base and capital markets capabilities.

Established in summer 2019, AKS Capital Partners has quickly grown into a 15-person organization staffed by a gifted bench of industry-leading commercial real estate finance professionals. Prior to forming AKS, founding team members, Appel, Kurland, Schwartz, and Schwartz who together represent nearly five decades of combined industry experience, were annually named the highest producing debt and equity advisors at their former firm, JLL.

"We couldn't be happier about joining Walker & Dunlop," said AKS Capital Partners co-founding partner, Aaron Appel, speaking on behalf of the partnership.

"In six short months, fueled by acumen and energy, we have catapulted our firm into one of the leading operations of its kind in the country and have participated in closing some of the largest deals of 2019. Together with the capabilities and strength of Walker & Dunlop, our growth expectations are boundless." Highlights from AKS's activity in 2019 include arranging a \$749 million

debt refinancing for 335 Madison Avenue, an \$807 million debt refinancing for New York's iconic Crown Building and a \$664 million construction financing for 9 Dekalb Avenue, a 73-story trophy residential tower that upon completion will be the tallest tower in Brooklyn.

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