



2020 Ones to Watch: Max Ralby, HKS Real Estate Advisors LLC

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Name: Max Ralby

Title: Capital Markets Associate

Company: HKS Real Estate Advisors LLC

Education: New York University

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

The closing of a \$24 million construction loan in the Bronx for the new headquarters for Samaritan Day Top Village. I tracked this project for over a year, so landing the assignment and securing the financing on it was a big stepping stone so early in my career. This deal also led me to close a \$22 million construction loan for a mixed-use affordable housing development 45 days later with the same client. To top it all off, not only were these big milestones, but both projects have immense impacts on the community as Samaritan provides an array of services including substance abuse treatment, mental health and specialized programs for military veterans. We look forward to doing many more transactions with this client.

What led you to your current profession?

It was a total accident. When I returned to New York City from my first season playing professional basketball in Israel I looked to fill some time in the summer with an internship. One thing led to another and one of my closest friends from college at New York University introduced me to HKS for an internship. I never had an interest in real estate or had taken a class; it was all finance to this point. My plan was to return to Israel for my second season, but when the internship concluded I was offered a full-time position. I loved the experience, the fast pace nature of the business and the market and timing felt right.

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