



J.P. Morgan Chase hires Toye to grow agency and off balance sheet lending business

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Vincent Toye

New York, NY According to J.P. Morgan Chase, Vincent Toye has joined the firm as managing director, head of agency and off balance sheet lending for the commercial banking's real estate business. He will be based in New York and report to Al Brooks, head of commercial real estate.

"Vince's experience in the industry, his proven leadership and ability to build strong teams will be a tremendous value add to our clients as we look to deliver an expanded breadth of financing solutions in the year ahead," said Brooks. "He has a great track record of going above and beyond for his clients, taking the time to understand their specific needs and tailoring financial solutions to achieve their desired outcomes. We're excited to welcome Vince to the team."

Toye will be responsible for growing a national team to provide the firm's commercial real estate clients access to a broader suite of lending and credit solutions through Government-Sponsored Enterprise partnerships.

"To build out a national platform at an institution like JPMorgan Chase is an incredible opportunity," said Toye. "I am looking forward to working with the team, and developing additional lending solutions to expand the range of financial tools the firm offers its fantastic clients. It's an exciting time to be joining JPMorgan Chase, following its recent \$30 billion commitment to advancing racial equity by providing loans, equity and direct funding to help promote and expand affordable housing and homeownership. I look forward to playing a role in the firm's efforts to make a positive difference in underserved communities."

With two decades of experience in commercial real estate finance, Toye joins the firm from Wells Fargo, where he served as executive vice president and group head for community lending and investment. Previously, he served as head of production for Wells Fargo Multifamily Capital, where he was responsible for managing the Government-Sponsored Enterprise originations team, increasing production, and overseeing Wells Fargo's relationships with Fannie Mae and Freddie Mac.

Toye received his M.B.A. degree from the Wharton School of Business at the University of

Pennsylvania and his bachelor's degree in aerospace engineering from the University of Virginia.

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