



2021 Ones to Watch: James Murad, Meridian Capital Group

September 21, 2021 - Spotlights

Name: James Murad

Title: Senior Vice President

Company Name: Meridian Capital Group

Real estate associations or organizations that you are currently a member of: ULI, YMBA

What recent project, transaction or accomplishment are you most proud of?

Our recent closing of a \$213 million condominium inventory loan at 1 Clinton St. in Brooklyn Heights was particularly rewarding. The transaction was challenging given the complicated capital stack, which included an A-note, B-note, EB-5 mezzanine notes, preferred equity and common equity. We were able to obtain competitive terms from a niche lender who met all the borrower's needs and provided the deal with the runway needed to complete sellout of the remaining units.

How do you keep your team motivated despite conflicts and obstacles?

You must remember that this business is a marathon rather than a sprint, and wins tend to come in waves. While you'll have weeks where you feel like you're taking several steps back, if you put in the work, you will be rewarded in time. Being a good mortgage broker is all about having a pulse on the market and remaining aware of where the most competitive capital exists at any given time. Our clients look to us for insight into the market, which is where we as advisors provide value.

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