



Jordan Yarosh, SAB Capital

May 24, 2022 - Spotlights



Name: Jordan Yarosh

Title: Capital Markets Associate

Company Name: SAB Capital

List 2-3 real estate associations or organizations that you are currently a member of:

International Council of Shopping Centers (ICSC),
Commercial Real Estate Finance Council (CREFC)

Who was/is your mentor and how did s/he influence/help you in your career?

My mentor, Miguel Jauregui, has taught me everything I know about net lease financing. Miguel stresses a focus on client motivation and looking at things from a lender's perspective, allowing me to analyze deals more critically and determine which execution would be best suited for each borrower.

What led you to your current profession?

I entered real estate after a robust ten-year career in the music industry, tour managing with some of the world's most prominent artists, including Taylor Swift, Tiësto, Weezer, and more. I have always had an interest in real estate and have never been one to shy away from significant challenges. By pursuing CRE investments, I decided to go after some of the largest transactions on the market. My history managing high-profile artists in complex situations has prepared me for a bright future in commercial real estate financing, where I play many roles and oversee various personalities under critical circumstances.

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

I recently closed a seven-property portfolio refinance deal in Kyle, TX. The collateral included a mix of ground leases, vacancies, and owner operated units which created challenges during underwriting. Ultimately, through determination and some creativity, I closed the loan which included \$4 million in cash-out proceeds for the borrower.

How do you contribute to your community or your profession?

I, along with SAB Capital as a company, contribute to the Network For Teaching Entrepreneurship's (NFTE) by volunteering in their various programs and hosting an annual charity poker tournament which I won this year. The winnings went to sponsor children attending the BizCamp summer program for emerging entrepreneurs: a program that encourages entrepreneurial thinking through a lean business model canvas to organize a unique business plan and pitch it for prize money and local community recognition. This empowering program allows individuals to take a new course in life and activate a new mindset, leading them to a bright future.

Top three things on your bucket list:

Start a family with my wonderful wife, Rachel; own a vacation home in the mountains; and teach my future children to play music and start a family band.

Favorite quote:

As my father always said, "Follow the money," but I continue to live by "Go big or go home," each day.

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