



Ones to Watch Fall 2022: Geoffrey Platt, Arbor Realty Trust, Inc.

November 22, 2022 - Spotlights



Geoffrey Platt
Senior Vice President, Sales

Arbor Realty Trust, Inc.

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

I recently helped a friend structure his first agency deal, a collection of small apartment complexes in Connecticut that we initially tried to place under one loan. I secured much better terms by splitting the portfolio into four separate loans, and he locked in rates before the 10-year treasury spiked.

Tell us about a mentor or role model that has influenced your career choices?

I've developed a strong relationship with Arbor COO John Caulfield. He guided me during my years in underwriting and helped steer me in my natural progression into origination. I've always desired to help and assist clients in every way possible, even as an underwriter, and John recognized that early on.

What 3 skills do you consider the most important to be successful in your industry?

- 1) Thinking outside the box. Being creative is key to finding solutions to new problems in this industry.
- 2) Teamwork. It takes many people working closely together to ensure every loan closes successfully.
- 3) Availability. This job goes beyond 9-to-5. Servicing my clients and being available to them is crucial.

What is one lesson that you had to learn the hard way?

Work/Life balance. When I started originating and volume picked up, I'd go to the office from 7am to 7pm then field calls and emails until midnight. It wasn't sustainable, and I eventually began missing important calls and emails. I finally took my Arbor colleague's advice and built a support staff.

What do you enjoy doing when you are not working?

I enjoy traveling with my family, skiing with my kids, spending time at the beach, and commuting to work on my motorcycle.

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