



2022 Year in Review: Andrew Schramm, Olive Tree Holdings

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Andrew Schramm
Vice President

What person, project, transaction or market trend had the greatest impact on your industry this year? The domestic need for high-quality affordable housing complimented by the growing prevalence of mission driven capital, has been a uniquely impactful trend this year in the workforce housing ecosystem. Throughout the year, this type of capital exhibited staying-power relative to other traditional sources of capital. Mission driven (or impact) capital's triple-bottom-line focus has been a meaningful contributing factor to its success intracycle.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2022? Our capital markets team sourced and closed a conventional acquisition loan on a value-add investment in the Midwest in less than three weeks. Ordinarily, this style of financing takes 45-60 days to execute. A smooth end-to-end transaction was completed in record-breaking time through leveraging the depth of a longstanding relationship, combined with thorough and thoughtful deal-level analyses.

How has your career path changed in 2022? In 2022, I have been more focused on collaborating with partners inside and outside of the firm, developing creative synergies, and guiding a capital market's team to successful outcomes. I have spent more time drawing on key learnings from my prior years to direct strategy versus being heavily execution focused.

What emerging trends will drive investment and development in 2023? While the changing interest rate environment has created challenges across asset classes, the underlying housing demand dynamics domestically present a favorable long-term picture for multifamily/affordable housing investments on a broader scale. This reality presents an attractive opportunity for multifamily investment and housing creation in the years to come.