



Tower Capital expands structured CRE finance team with addition of Harris

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Geoffrey Harris

Scottsdale, AZ Tower Capital, a leading capital advisor in CRE financing, is expanding its team with the addition of Geoffrey Harris, a veteran of commercial real estate finance. The growth allows the firm to continue arranging financing for clients in markets across the country that are experiencing high demand for capital.

Harris, who joins as executive managing director, previously held roles at BMC Capital. He brings commercial real estate finance and advisory experience encompassing arranging financing and servicing loans at commercial mortgage banks, brokerage firms, and financial institutions.

Tower Capital's Adam Finkel, managing partner, and co-founder, said, "Expanding with another veteran leader like Geoff is a natural progression for Tower Capital. He brings deep experience in many CRE asset classes, especially in the retail sector, and an extensive network that is expected to continue driving our growth nationally. Geoff will facilitate more capital getting into the hands of those who need it to finance their commercial real estate projects and acquisitions."

Tower Capital's Kyle McDonough, managing partner, and co-founder, said, "We are focused on key Sunbelt markets where financing is needed to bring projects to fruition. That includes the Build-to-Rent (BTR) sector that's experienced robust demand for construction lending over the past several years. Our BTR team, led by George Maravilla, expects to continue seeing demand and growth across the Sunbelt region, which will drive capital needs for developers and investors for this complex asset class."

Tower Capital has access to a wide array of capital from commercial and investment banks, credit unions, life companies, debt funds, Fannie Mae, Freddie Mac, HUD, private money lenders, family offices, private equity and CMBS sources.

Harris brings 25 years of CRE finance experience to Tower Capital, most recently serving as an executive vice president of BMC Capital. He held responsibility for managing a team involved in originating debt and equity transactions nationwide. Harris' mortgage banking experience includes having closed more than 2,400 transactions totaling in excess of \$13 billion in funded loans. He has been recognized as the top loan originator 18 out of the 25 years in the business.

Harris brings a long track record of working with some of the largest real estate investors and developers across the country. His knowledge and experience structuring and closing loans has made him a leader in the commercial real estate finance industry. Harris is actively involved with International Council of Shopping Centers (ICSC) and Mortgage Bankers Association (MBA).

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