



Merchants Capital expands leadership team with two senior executive hires

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Andrew Weil

Justin Ginsberg

Manhattan, NY Leading financial services provider Merchants Capital announced the additions of industry veterans Andrew Weil and Justin Ginsberg, both with the title of executive vice president of originations, to lead its fifth debt sales team nationwide. In these positions, Weil and Ginsberg will provide leadership and expertise to enhance Merchants Capital's national multifamily and affordable housing debt and equity footprint.

Weil and Ginsberg have worked together in the affordable housing industry for more than 30 years. At Centerline Capital Group, they led the affordable housing tax credit and debt platform. For the last 12 years, they were the co-heads of the affordable housing agency lending platform at Grandbridge, a subsidiary of Truist Bank.

"Andy and Justin are highly regarded for their expertise in affordable housing and agency lending. With limited customer overlap, this additional team allows for maximum reach across the industry to execute on Merchants' pursuit to be the premier affordable housing financing provider nationwide," said Michael Dury, president and CEO of Merchants Capital. "Their extensive industry knowledge and experience, combined with our active balance sheet lending and tax credit equity platform, will position them to best serve existing and new relationships."

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