

Debt, Equity and Finance Rainmakers In CRE

See who our money-making picks were for the year.

By Erika Morphy | February 03, 2023

As we evaluated the applications for Rainmakers in CRE Debt, Equity and Finance we couldn't help but marvel at how easy these men and women made these activities seem. They were navigating an environment where capital markets were becoming volatile, underwriting was tightening and interest rate hikes seemingly now the norm and yet the deals still got done. And while this category is very much a numbers game, we tried to look beyond the dollar figures to other trends, namely the people and their structures that made an impact in the market. With 2023 now underway, it seems clear that the environment will remain choppy for some time. We expect, though, that these players will still be conducting profitable business.



CAROLINE DREYFUS With more than 23 years of experience, Caroline Dreyfus serves as a leading finance attorney who specializes in large, complex financing transactions involving loans from construction to mezzanine and multi-state portfolio. She also offers guidance and assistance with structuring and negotiating workouts of troubled real estate loans. Dreyfus, a partner with Cox, Castle & Nicholson, guides clients through every stage of a transaction, from brainstorming deal terms and post-closing asset management and workouts to

restructuring loans. She represents both lenders and borrowers and has represented every type of lender from large national banks and life insurance companies to private debt funds and regional banks. Dreyfus works on the full spectrum of property types including office, multifamily, hospitality, retail, industrial, student housing, senior housing, single-family home developments and raw land. Dreyfus also represents lenders in leveraged financing deals and borrowers in land banking facilities. Recently, she represented the senior lender in connection with a \$104.7 million construction loan for a mixed-use project in Queens, New York, which was subject to affordability requirements, tax abatements, zoning issues and on-going remediation. The project required three separate loans. Dreyfus currently serves on the executive committee for the Los Angeles County Bar Association Real Property section, as well as the planning committee for the Los Angeles County Bar Association's Benjamin S. Crocker Symposium. She is also a fellow of the American College of Mortgage Attorneys.

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