

Rainmakers In Debt & Equity Finance

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By **Erika Morphy** | February 07, 2020 at 07:00 AM



For much of this cycle there has been a wealth of capital flowing into CRE. But loan originations are only part of the story. The middleman and middlewoman—those arrangers of debt and equity transactions, the people who structure deals and make sure the needs of both borrower and lender have been met—should also take a bow.

Lending sources have continued to proliferate while deal structures have, in many cases, gotten more complicated. Knowing how to navigate this environment is a true and hard won skill.

For the next installment of *GlobeSt. Real Estate Forum's* Influencers series, we are shining a spotlight on some of the people and firms who have helped to arrange and place these debt and equity offerings. We will profile not only those who have made an impact with their individual efforts, but also teams and groups within relevant companies, as well as entire organizations that have become critical to the industry.

Be it through their contributions to the industry, the vast successes they've racked up in completing deals, or the innovations and best practices they've introduced to the business, these are Commercial Real Estate's Rainmakers in Debt & Equity Finance.



PAUL RAHIMIAN

PARKVIEW FINANCIAL

Built on its ability to provide fast, guaranteed and creative financing solutions, Parkview Financial has generated an impressive reputation as a private lender. Leveraging the economic cycle's uncertain construction market, as banks approach financing with heightened caution, Parkview Financial has established itself as a reliable, industry constant for _____ developers and borrowers. Founded in 2009 by CEO, Paul Rahimian, the direct, private lender strives to meet developers' needs by funding otherwise-unwanted projects. Leveraging underlying assets, Parkview Financial forms deep connections with borrowers while maneuvering and considering the market's potential changes. The firm provides short-term bridge and construction loans, secured by first trust deeds, to developers for property types including

multifamily, industrial, office, retail, mixed-use, spec homes and entitled land throughout the US. Parkview Financial has grown substantially within the past three years. Originating \$335 million in 2018, the firm is targeting to close \$500 million to \$550 million in construction loans for 2019. The firm, based in Los Angeles, additionally manages a debt fund that originates \$400 million in construction financing annually, with loans ranging from \$5 million to \$100 million. Recent closings for the firm include a \$29 million loan for an 80-unit condominium development, a \$65-million loan for a mixed-use development and a \$13.5-million loan for a multifamily development.

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