Real Estate Forum

An **ALM** Publication

REAL ESTATE FORUM PRESENTS

FINANCIAL
INFLUENCERS

The commercial real estate capital markets have been riding a wave of prosperity for a good many years now. Competition is tight among lenders, for the most part, and financing can be had for most projects that pencil. That is not to say, though, there isn't a need for that person—that one person—who can close a deal or deliver a product or service that, almost without your noticing it, has become necessary to close the deal.

In the next several pages, you will meet multiple variations of that "one" person or team or company.

As the financial markets become more intelligent and tech-savvy, new visionaries are coming to the forefront. They are balancing technology, shifts in the capital markets and their own deep networks to deliver new-to-the-market offerings.

Our influencers come from diverse backgrounds—many can trace their beginnings to technology for instance—and they all have varied approaches to the market. Profiled in the coming pages are influencers that specialize in debt, equity, mezzanine and points in between.

Perhaps their greatest contributions, though, have to do with a deep understanding of the markets and where commercial real estate is headed. To be sure, none of them have a crystal ball but the ability to funnel capital to deals is the next best thing.

BOXWOOD MEANS, LLC

Randy Fuchs   **David Colonna**   **Michaell Taylor**

Capital markets research company Boxwood is illuminating trends in the commercial property and small balance loan markets, which includes assets valued at less than $5 million and under 50,000 square feet. Through its research, Boxwood tracks prices for 125 markets, updating its research monthly, to unearth a range of variations between large and small commercial real estate assets as well as uncovering trends in the market that will help direct how lenders and investors understand the small balance market, mitigate risk and reduce lending costs. To accomplish this, Boxwood has an experienced team of leading analysts, appraisers, researchers and technologists. Both commercial banks and non-bank lenders have come to rely on this information for risk management and in examining and monitoring the market. As more industry professionals have come to rely on Boxwood's data, the firm has grown substantially in the last three years, increasing its revenue by 30% year-over-year each year.

Boxwood's overarching mission is to provide reliable insights into the small balance market through its research and to help small balance lenders process loans faster and more economically. To accomplish the latter, Boxwood is leveraging technology to create specialized property valuation tools and technology to serve its lofty and growing community of 200 bank and non-bank lenders, investors and service companies. Its property valuation tools include FieldSmart-branded commercial evaluations, a program that is engineered to process small-balance loans quickly and at a lower cost of capital, often bypassing the need to procure a commercial appraisal. Boxwood pairs this program with a technology platform that tracks client report orders, progress and ensures delivery.

This combination of research and technology has been a winning formula for Boxwood. In addition to growing its revenue, the company has also received glowing reviews from clients. At the firm's annual survey earlier this year, a majority of its users gave high scores for the firm's services and the reliability and accuracy of its valuation reports.