

CRE Finance Council: The Voice of Commercial Real Estate Finance

LENDERS

INVESTORS

SERVICERS

SERVICE PROVIDERS

Membership



CRE Finance Council®
The Voice of Commercial Real Estate Finance

Balance-Sheet Lenders

Loan and Bond Investors

Accounting Firms

Securitized Lenders

High-Yield Investors

Data Providers

Mezzanine Lenders

Servicers and Trustees

Attorneys

Online Lenders

Ratings Agencies

Third-Party Service
Providers

CREFC members lend and invest nationwide, from
New York to Los Angeles, and from Fargo to Beaumont.

“ Our membership with CREFC has enabled members of my firm to interact with numerous senior executives in the commercial real estate finance industry on a personal level, despite geographic differences. Through participation in CREFC Forums, I’ve found CREFC members to be highly informed and extremely helpful, as we have debated industry concerns, best practices, regulatory changes and other complex issues that directly affect my business. ”

Larry Brown, *President*, Starwood Mortgage Capital

Who We Are

Commercial Real Estate Finance Council (CREFC) is the leading association for over 300 companies and 9,000-plus individuals throughout the \$3.9 trillion U.S. commercial and multifamily real estate finance industry. CREFC is the only trade association devoted exclusively to this vital component of the economy, which finances office buildings, industrial and warehouse properties, multifamily housing, grocery stores, shopping malls, hotels and other types of commercial real estate across the U.S. and Canada.

CREFC is the Voice of the Commercial and Multifamily Real Estate Finance industry, dedicated to promoting liquidity, transparency and efficiency. Importantly, our voice is member-driven and a catalyst for positive change and industry advancement.

CREFC members include executives from all sectors of the industry — portfolio and securitization lenders, loan and bond investors, private equity firms, loan servicers, rating agencies and other third-party market participants.



Membership and What We Offer

CREFC offers industry participants an unparalleled ability to connect, participate, advocate and learn:

CONNECT. Network and build relationships with over 9,000 of the industry's leading participants at CREFC's world-class Annual Conferences, After-Work Seminars and events.

PARTICIPATE. Serve on one of CREFC's Forums and work with peers to design industry standards, develop advocacy policies and discuss future business challenges and opportunities.

ADVOCATE. Develop and promote CREFC's member-driven advocacy agenda. CREFC is the only association that represents the consensus policy positions of the entire CRE finance industry.

LEARN. Take one of CREFC's many educational courses, either in the classroom or online. Stay up to date with CREFC's industry-leading publications, research and analyses.

“ CREFC has been very helpful for our overall business. In addition to providing important networking opportunities, CREFC conferences and After-Work Seminars are the most content-focused and relevant in the industry.

We encourage our entire team to participate not only in those conferences and seminars, but also in the Women's and Young Professional's Networks. It's beneficial to their professional development, which in turn allows them to excel at Citi. ”

Paul Vanderslice, Co-Head, Citibank



Connect



“CREFC is unmatched when it comes to addressing today’s important industry issues. For example, CREFC’s Women’s Network has been instrumental in advancing women in CRE finance. In addition, its strong industry and member-driven focus has helped influence and develop best-in-class business practices, standards and policies.”

Annemarie DiCola, CEO, Trepp LLC

Four Major Annual Conferences

CREFC holds four major conferences annually that reflect the most relevant issues, concerns and opportunities in the market. Just as important, recognized leaders in CRE finance work with CREFC staff to develop topics and present at our conferences:

- **January Conference** in Miami (~1,800 attendees)
- **June Annual Conference** in New York (~1,300 attendees)
- **High-Yield and Distressed Realty Assets Summit** in New York (~200 attendees)
- **West Coast Summit** in Santa Monica (~260 attendees)

After-Work Seminars and Half-Day Symposiums

CREFC hosts After-Work Seminars and Symposiums throughout the year, providing members with timely, informative and educational content, as well as networking opportunities. CREFC offers roughly 25 to 30 seminars and symposiums annually, drawing between 50 and 200 attendees to each of these events.

Women’s Network

CREFC formed its Women’s Network (WN) in 2015 with the goal of enhancing the profile, visibility and advancement of women in the CRE industry. Today, some 460 women comprise the WN membership, representing over 170 different companies across 22 states. The WN’s key focus areas include mentoring, networking and professional development nationwide. The WN has been so successful that it now hosts an annual symposium in New York City, as well as mentoring opportunities.

To learn more, please visit crefc.org/womensnetwork.

Young Professional’s Network

CREFC’s Young Professional’s (YP) Network, developed in 2014, has expanded exponentially to over 2,500 members nationwide. The YP Network is a platform for young CRE professionals to:

- Foster meaningful business relationships
- Gain relevant and timely industry knowledge
- Receive expert advice through networking events
- Gain market insights and knowledge through education seminars and panels
- Participate in a mentoring program

To join, please visit crefc.org/youngprofessionals.

Participate

Forums

CREFC's Forums represent all the key industry components of CRE and multifamily finance, ensuring that views from all segments are heard not only within the industry, but also with legislators and regulators. The Forums allow like-focused individuals and companies to vet issues pertinent to their sector of the business and build consensus on industry standards, best practices and policy positions. No matter what sector of the industry you represent, one of CREFC's seven Forums is designed specifically for you:

- CMBS B-Piece Investor Forum
- CMBS Investment-Grade Bondholders Forum
- CMBS/CRE-CLO Issuers Forum
- GSE Multifamily Forum
- High Yield Distressed Realty Assets Forum
- Portfolio Lenders Forum
- Servicers Forum



CREFC's Investor Reporting Package™ (CREFC IRP™)

The most notable standard developed by CREFC is a disclosure package required in every CMBS transaction. The CREFC Investor Reporting Package™ (CREFC IRP™) is a transparent, standardized set of bond-, loan- and property-level information provided for all CMBS securitizations. Initially rolled out in 1997, Version 1.0 contained 100 key bond/loan property level fields at that time. The IRP Working Group continuously updates the CREFC IRP™ and is now on version 8.1 with over 600 fields. CREFC's IRP™ is considered the gold standard for disclosures by investors and policymakers alike.

Committees and Task Forces

Many issues require a cross-section of the industry to discuss, address and work toward solutions. CREFC currently has over 20 active committees and task forces focusing on accounting, servicing, secondary-market CMBS liquidity, and issuer, legal and regulatory issues facing the industry.

Borrower's Advisory Group

CREFC's Borrower Advisory Group comprises a cross-section of commercial and multifamily real estate borrowers who work with CREFC lenders and investors. The goal is to improve the borrowing process and ensure that a steady stream of capital is provided to the sector.

“CREFC represents the best in thought leadership and in talent within our industry. We always appreciate the open and productive exchange of perspectives on the opportunities and challenges facing our industry. Everyone, including bankers, borrowers, investors and colleagues at other firms, participate in CREFC for the right reasons – to do whatever it takes to promote growth and wide-ranging success for its membership.”

Michael Gambro, Co-Head, Capital Markets, Cadwalader, Wickersham & Taft LLP

Advocate

“CREFC has been instrumental in promoting and advocating for CMBS and for the broader commercial real estate industry. CREFC understands the importance of specific issues to certain members, but is always constructive in finding a balance across its entire constituency.”

A.J. Sfarra, *Managing Director*, Wells Fargo

CREFC is the voice of the industry in both the halls of government and the media. It is the only advocate that represents all facets of CRE finance — from GSE reform to CMBS regulation to HVCRE and portfolio lending.

CREFC's advocacy positions are member-driven, developed through its Forum process, and represent the consensus opinions of its membership. If CREFC members cannot agree upon an advocacy position, CREFC educates policymakers on all positions.

When appropriate, CREFC often joins forces with other major national real estate trade associations on issues important across the commercial/multifamily real estate markets and the economy in general.

Since 2016, CREFC and its members have:

- Written or co-authored over 20 regulatory responses
- Issued 16 letters to Congress
- Created four new recognized industry best practices
- Updated two industry standards
- Testified before Congress twice
- Participated in hundreds of meetings with Congress and regulators

CREFC's efforts have resulted in the successful long-term reauthorization of the Terrorism Risk Insurance Program and continuous coverage under the National Flood Insurance Program. Importantly, CREFC worked with regulators and legislators in implementing a workable risk-retention regime for CMBS.

Join CREFC to ensure that your voice is heard as we advocate for our industry.



Learn



Educational Offerings

CREFC has educated over 2,500 members on all forms of CRE finance. CREFC collaborates with leading universities to ensure that our educational materials are relevant for today's professionals and tomorrow's leaders. Our in-classroom, online and E-Primer resources are comprehensive and provide members across disciplines and levels of expertise with a variety of venues and formats to gain the knowledge they need to stay abreast of market developments. CREFC also offers our legal community the ability to earn CLE credits on select conferences and educational offerings.

Educational resources include:

- CMBS 101, 201 and E-Primer
- Multifamily Lending E-Primer (Expected in 2018)
- High-Yield and Distressed Realty Assets E-Primer (Expected in 2018)

Mentoring Program

In 2017, CREFC's Women's Network and Young Professional's Network collaborated to create CREFC's Mentoring Program, which includes over 160 individuals who actively participate.

“Participating in the CREFC Mentorship Program holds many benefits for all of its participants. My mentee is already an accomplished real estate attorney with international experience, but is looking to me to help her learn more about the other facets of the real estate industry. I have learned quite a bit from her as well, so it is a two-way street that we both benefit from traveling on!”

Drew Fung
Managing Director, Head of Debt Investments, Clarion Partners

Industry-Leading Publications and Reports

CREFC members keep up to date on the issues affecting their business through our industry-leading publications:

- **Leading Industry Research** – Gain insights about the state of CRE finance from our *Market Outlook Survey*, and for Life Insurance Companies, learn how your CRE portfolio compares to your competitors' by participating in our *CREFC/Trepp Portfolio Lender Survey*.
- **The Week in Washington** – An e-publication that highlights the federal regulations and legislation affecting CRE finance.
- **Government Relations Alerts** – E-mail alerts providing in-depth analysis of federal policy issues as they unfold in Washington, DC.
- **CREFC Newsletter** – Semi-annual report updating members on what's going on at the association — from Forum updates to strategic planning to future industry issues.
- **CRE Finance World™** Magazine – A bi-annual publication (print and digital) offering in-depth articles on the most pertinent topics from the industry's most influential participants. A circulation of 9,000 individuals.

“ CREFC has been one of the most important contributors to my career through its educational and networking efforts. CREFC staff and its members are well connected and work diligently to create thoughtful events throughout the year. I highly recommend young, mid-level and even senior professionals to get involved. ”

Lisa Chen, *Director*, FitchRatings

Join

The Growing Voice of the Commercial Real Estate Finance Industry

Member Benefits

- Access to CREFC's membership directory, consisting of over 9,000 CRE finance professionals
- Reduced rates to events and conferences
- Access to CREFC's newly launched research library, containing hundreds of relevant CRE finance-related material
- Participation in CREFC Forums and committee initiatives
- Access to CREFC's top-notch Government Relations Team and *The Week in Washington* report
- Access to the CREFC Women's Network
- Educational offerings across a number of disciplines and experience/knowledge levels
- Distribution of CREFC's bi-annual magazine
- Access to the Compendium of Statistics
- Participation in periodic industry surveys
- Access to Trepp/CREFC collateral performance database
- Membership is company-based and firms are entitled to an unlimited number of staff on the company roster

Apply for Membership Now
www.crefc.org/membership

Contact:
Mike Flood
Deputy Executive Director
202.448.0860
mflood@crefc.org

Our Members

Level 1

AIG Investments
Alston & Bird LLP
Arnold & Porter Kaye Scholer LLP
Bank of America Merrill Lynch
Barclays Bank PLC (BBPLC)
Berkadia Commercial Mortgage LLC
BlackRock
Bloomberg L.P.
BMO Harris Bank
Bryan Cave LLP
Cadwalader, Wickersham & Taft LLP
CBRE Capital Markets, Inc.
CIBC Capital Markets
C-III Capital Partners
Citigroup Global Markets
Cleary, Gottlieb, Steen & Hamilton LLP
Clifford Chance US LLP
Credit Suisse Securities (USA) LLC
CWCcapital
DBRS, Inc.
Dechert LLP
Deloitte & Touche LLP
Dentons US LLP
Deutsche Bank Securities Inc.
DLA Piper LLP (US)
Eastdil Secured
Ernst & Young LLP
Fannie Mae
Fidelity Management & Research Co.
Fitch Ratings
Freddie Mac
Goldman, Sachs & Co.
HFF, L.P.
J.P. Morgan
John Hancock Financial Services
KeyBank Real Estate Capital
Kilpatrick Townsend & Stockton LLP
KPMG LLP
Metropolitan Life Insurance Co.
Moody's Investors Service
Morgan Stanley
Morningstar Credit Ratings, LLC
New York Life Real Estate Investors
NorthMarq Capital LLC
PGIM Real Estate Finance
PNC Real Estate
PPM America, Inc.
Principal Real Estate
Proskauer Rose, LLP
PwC
S&P Global Ratings
Schulte Roth & Zabel LLP
Seyfarth Shaw LLP
Sidley Austin LLP
Situs
Starwood Property Trust
TIAA
Trepp, LLC
U.S. Bank, NA
UBS Investment Bank
Venable LLP
Walker & Dunlop
Wells Fargo

Level 2

AEGON Asset Management
Allstate Insurance Company
Arbor Commercial Mortgage, LLC
Ballard Spahr LLP
Barnes & Thornburg LLP
Bilzin Sumberg Baena Price & Axelrod, LLP
CCRE
CIT
Colony NorthStar, Inc.
DebtX
DoubleLine Capital

Duane Morris LLP
Fisher Brothers
H/2 Capital Partners
Huntington National Bank
Hunton & Williams LLP
Intex Solutions, Inc.
Invesco
Kelley Drye & Warren, LLP
King & Spalding LLP
Kroll Bond Rating Agency, Inc.
Morrison & Foerster LLP
National Cooperative Bank, N.A.
Natixis
Oaktree Capital Management, L.P.
Pacific Life Insurance Company
Polsinelli
Real Capital Analytics
Regions Financial Corp
Reis, Inc.
Riemer & Braunstein LLP
Rockport
Shearman & Sterling LLP
Skadden, Arps, Slate, Meagher & Flom LLP
Stinson Leonard Street LLP
SunTrust Bank, Inc.
Symetra Financial
Ten-X, LLC
Trimont Real Estate Advisors, LLC
Voya Investment Management
Western Asset Management
Winstead PC

Level 3

AIO Capital
Aareal Capital Corp.
Ackman-Ziff Real Estate Group LLC
ACORE Capital
AEI Consultants
Akerman LLP
Akin Gump Strauss Hauer & Feld LLP
Allegiant Real Estate Capital, LP
Allen Matkins Leck Gamble Mallory & Natsis LLP
AllianceBernstein L.P.
Amherst Capital Management
Amherst Pierpont Securities LLC
Andrascik & Tita LLC
Angelo, Gordon & Co.
Annaly Commercial Real Estate Group
Apollo Global Management
Arent Fox LLP
Ares Management LLC
Arnall Golden Gregory LLP
Artemis Real Estate Partners, LLC
Axonic Capital LLC
Baker Donelson Bearman Caldwell & Berkowitz, P.C.
Basis Investment Group, LLC
Bass, Berry & Sims PLC
Beekman Advisors
Benefit Street Partners / Providence Equity Partners
Berkeley Research Group, LLC
Berkshire Group
Birdsey Group
Blackstone
BofI Federal Bank
Brookfield Real Estate Financial Partners LLC
Burr & Forman LLP
Calmwater Capital
Capital Crossing Servicing Company LLC
Capital One Multifamily Finance
CapitalSource
Carlton Fields
CarVal Investors
Cassin & Cassin LLP
Centennial Bank
Centerstone SBA Lending, Inc.
Clarion Partners

CMBS.com
Coblentz Patch Duffy & Bass LLP
Cohen Financial
Colliers International
CorAmerica Capital, LLC
CoreVest American Finance
CoStar
CPPIB Credit Investments Inc.
CrediFi Corp
David L. Bonuccelli & Associates, Inc.
Eightfold Real Estate Capital, L.P.
Ellington Management
Elliott Management Corporation
EverWest Real Estate Partners LLC
Exceder Real Estate Advisors, LLC
Foley & Lardner LLP
FPL Advisory Group Co.
Frاندzel Robins Bloom & Csato, LC
Fried Frank Harris Shriver & Jacobson LLP
FTI Consulting
Global Atlantic Financial Group
Grass River Property
Green Street Advisors
Greenberg Traurig, LLP
Greystone & Co.
GRS Group
Guardian Life Insurance Co.
Guggenheim Partners
Harbor Group Consulting LLC
Hunt Mortgage Group
Impact Community Capital LLC
Inland Real Estate Investment Corporation
Iron Hound Management Company, LLC
iStar
Jefferies LLC
K&L Gates LLP
Katten Muchin Rosenman LLP
Kidder Mathews
KKR - Kohlberg Kravis Roberts
KSL Capital Partners
Ladder Capital Finance
LoanCore Capital, LLC
Loeb & Loeb LLP
Lone Star
Mack Real Estate Credit Strategies
Macquarie Bank Ltd.
Mayer Brown LLP
McCarter & English LLP
McCoy & Orta, P.C.
McCracken Financial Solutions Corp.
Mesa West Capital
Miller, Canfield, Paddock and Stone, P.L.C.
Mission Peak Capital
Misy
Moore & Van Allen
Morris, Manning & Martin, LLP
Mutual Of Omaha Bank
NAI Hunneman
Nelson Mullins Riley & Scarborough LLP
Newmark Grubb Knight Frank
Newmark Realty Capital, Inc.
Nixon Peabody LLP
Northwestern Mutual Investment Management Company, LLC
O'Connor Cochran LLP
Old Republic National Title Insurance Company
One William Street Capital Management, L.P.
Onyx Equities, LLC
ORIX USA Corporation
Orrick, Herrington & Sutcliffe LLP
Park Bridge Financial LLC
ParkStone Capital
Partner Engineering and Science, Inc.
Paul Hastings LLP
Pearlmark

Pentalpha Global Advisors
Perkins Coie LLP
Pine River Capital
Prima Capital Advisors LLC
Prime Finance Partners
Prudential Real Estate Investors
QuietStream Financial
RAIT Financial Trust
Raith Capital Partners
ReadyCap Commercial, LLC
Reed Smith LLP
Related Companies, LP
Resource Real Estate, Inc.
Rialto Capital Management
Rockwood Capital, LLC
Sabal Financial Group LP
Seer Capital Management LP
Shorenstein Properties LLC
Sills Cummis & Gross P.C.
Silverpeak Argentic
Societe Generale
Sorin Capital Management LLC
SpringI
Square Mile Capital Management, LLC
Stifel Nicolaus
Strategic Property Associates LLC
Sutherland, Asbill & Brennan LLP
T. Rowe Price Associates, Inc
Talmage, LLC
The Bancorp
Thompson & Knight LLP
Thompson Hine LLP
Torchlight Investors
Townhouse Partners
TPG Real Estate Finance
Tremont Realty Capital, LLC
Trigild
USAA Real Estate Company
Valyrian Capital
Varde Partners
Walton Street Capital
Warner Norcross & Judd
Whataburger Restaurants LLC
White and Williams LLP
White Mountains Advisors LLC
Winston & Strawn LLP

Level 4

AI Spark
Allagash Partners, LLC
Archbell Capital, LLC
BlackEagle Real Estate Partners
BTM Financial, LLC
Darknight Ventures, LLC
EDGE Capital Markets
Eyzenberg & Company
Kasita, Inc.
Lotus Capital Partners LLC
Narrative Capital
Sentinel Labs
SOMI Realty, Inc.
Torus Capital Group, LLC

Canada

BMO Capital Markets
Institutional Mortgage Capital Canada, Inc.
Manulife Financial/John Hancock Financial
McCarthy Tetraault LLP
RBC Financial Group



28 West 44th Street
Suite 815
New York, NY 10036
646.884.7570

900 7th Street NW
Suite 501
Washington, DC 20001
202.448.0860

www.crefc.org

