

## Biography:

# CYRUS SHARP

## ADVISOR



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Cyrus Sharp is an accomplished leader in real estate finance, recognized for his expertise in debt and equity finance, structuring, underwriting and valuation.

With over two decades' experience, he has served in key roles for some of the nation's largest financial institutions and has earned a reputation for thought leadership, team development, and consistent production. He has headed banking teams as well as originated, structured, and closed more than \$3B in debt and equity transactions. Primarily focused on investment real estate, Sharp has financed, underwritten, and valued virtually all types of income property types including multifamily, student housing, retail, office, industrial, self storage, and hotels.

Prior to joining GlassRatner, Sharp spent 13 years as a capital markets lender in New York and Atlanta predominately focused in CMBS. Most recently, he was a Managing Director with Natixis Real Estate Capital, a large French financial institution, responsible for their Southeast US loan production. The previous 8 years, he was Executive Director in the real estate finance group of CIBC World Markets, one of the largest Canadian banks, starting in New York and moving to Atlanta to head that office in 2000. Responsibilities included origination, structuring, underwriting and closing fixed rate CMBS loans, floating rate balance sheet loans, construction loans, mezzanine loans, preferred equity, and credit facilities. Earlier in his career, Sharp was an underwriter at AIG Global Real Estate involved in its global real estate equity platform that was partner to national retail and multifamily developers.

Since 2009, Sharp has acted as a strategic consultant and coach to numerous real estate owners regarding deal strategy and structuring, recapitalization, loan modifications, workouts, new capital formation, asset management, and operational performance. His engagements are complex and include advising real estate operators in forming and executing strategic plans for recapitalizations, workouts, and business optimization. Often these assignments lead to mandates for sourcing equity and debt, negotiating loan modifications with banks and special servicers, and providing asset management oversight to real estate portfolios.

Anative of Orlando, FL, Cyrus Sharpearned his degree from Florida State University in real estate, and now serves on the Executive Advisory Board for their Center for Real Estate. He is the 2004 recipient of the Network's Award in recognition of significant contributions to the FSU Real Estate Program and is a frequent guest speaker at the FSU College of Business where he lectures on various real estate capital markets topics including loan underwriting, property valuation, and career development.