

THE GRAPEVINE

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mezzanine debt. **Katy Mao** started last month in the firm's New York headquarters, reporting to managing director **Dan Sefcik**. Mao joined the investment manager's real estate debt group, which originates whole loans, mezzanine debt and preferred equity. She will invest via both the firm's debt-fund platform and separate accounts. Mao arrived from opportunistic fund operator **Five Mile Capital**, where she ended a nearly six-year stint as an executive director. She previously worked at **WestRiver Capital**, **Credit Suisse**, **Eurohypo** and **Morgan Stanley**.

Capital One has tapped managing director **Liz Strader** to fill a new post overseeing syndications of mortgages originated by the bank's commercial real estate and healthcare real estate businesses nationally. Strader, based in New York, started in the new role about a week ago. She reports to **Bill**

Gates, who heads up syndications, sales and debt and equity capital markets for the bank. Strader has been a member of the syndications team since joining the bank in 2011, most recently handling deals in major markets including New York, Boston, Washington and California. Before that, she was an originator and syndicator at **Societe Generale**.

Robert Chase has joined **CBRE Capital Markets'** debt and structured-finance team as a vice president in Newport Beach, Calif. He originates small-balance commercial mortgages, including debt on multi-family properties via **Freddie Mac's** small-balance loan program. He reports to executive managing director **Jeffrey Majewski**. Chase most recently was self-employed selling long-term care insurance.

Arvind Pai joined **Lotus Capital** this month as a director. Lotus, founded a couple of months ago by former **CCRE** capital-markets chief **Faisal Ashraf**, is a New York brokerage and advisory firm that works with both borrowers and

investors. Pai just completed a 10-year stint at **BlackRock**, where he worked most recently in the advisory business. Before that, he focused on high-yield investments in the U.S. and Europe. Lotus is looking to hire several more brokers, and is particularly looking for experienced originators with direct borrower relationships. Contact Ashraf at fashraf@lotus-cp.com.

Rialto Mortgage Finance wants to add a handful of originators in New York and Los Angeles, and possibly other markets. The recruits would work on both conduit and bridge loans. The contact is **Zach Calinoff** at 212-415-4844.

Walton Street Capital seeks an analyst to assist in underwriting and evaluating loans for the shop's real estate debt fund. The opening is in its Chicago headquarters. The \$654 million Walton Street Real Estate Debt Fund originates loans of between \$30 million and \$350 million on a variety of property types throughout the U.S. Candidates need 2-4 years of experience. Apply at wsred@waltonst.com.

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