

# DEBT & EQUITY ADVISORY SERVICES

## Capabilities Overview



# FINANCING WITH BOSTON REALTY ADVISORS

Boston Realty Advisors (BRA) is a full-service commercial real estate brokerage and consulting firm with an integrated team of highly experienced and entrepreneurial professionals. Our institutional expertise and extensive local market knowledge allows us to partner with institutional and private investors in all asset classes to provide superior returns. The BRA multi-disciplinary platform provides insight and real-time data that we harness to identify sophisticated financing solutions.

**\$2,500,000,000+**

IN CAPITAL MARKETS TRANSACTIONS OVER THE LAST 5 YEARS

**\$21M**

AVERAGE FINANCING  
SOURCED IN 2022 YTD

**#1**

LARGEST INDEPENDENT  
BROKERAGE PLATFORM  
IN BOSTON

**50+**

YEARS COMBINED CAPITAL  
MARKETS EXPERIENCE





# OUR TEAM CAPABILITIES

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Boasting vast institutional experience and an entrepreneurial mindset, BRA offers mortgage brokerage services that include the placement of debt and equity through various capital sources. Our firm leverages unparalleled real-time market knowledge and exclusive access to a diverse array of life insurance companies, banks, debt funds, and Government-Sponsored Agency Lenders to deliver the best rates and terms. From new acquisitions and recapitalizations to repositioning strategies, BRA develops innovative and customized solutions to meet any investment objective and achieve exceptional results for every client.



**NICHOLAS M. HERZ**

*Managing Director & Partner*

Nick Herz is a Managing Director and Partner in the Capital Markets group. In this capacity he is focused on debt finance, equity placement, and investment sales activity. His experience encompasses capital transactions in excess of \$2 billion across all major asset classes.

Prior to joining Boston Realty Advisors, Mr. Herz served as Senior Vice President in the Capital Markets groups at CB Richard Ellis/New England and Colliers International (formerly Meredith & Grew). Nick is a member of NAIOP, ULI and REFA. He received a BA in Economics from Tulane and an MBA from Babson College.



**JASON S. WEISSMAN**

*Founder & Senior Partner*

Mr. Weissman founded Boston Realty Advisors in 2001. He launched the firm with multiple service lines under one roof – created leadership roles for multifamily, office, retail, hospitality and user housing – and became the largest, independent real estate services firm in New England.

Mr. Weissman manages the investment sales and capital markets platform, with an owner-aligned philosophy. Throughout his career, he has represented hundreds of clients including some of the most distinguished investors in the Northeast and has transacted millions of square feet worth billions of dollars.

Prior to founding Boston Realty Advisors, Mr. Weissman graduated from Curry College and received an MBA from Babson College. While attending university, Jason began his career in real estate working for a local brokerage company where he found a passion for deal making and relationship building.



**MATT ERICSON**

*Associate Analyst*

Matt Ericson is an Associate Analyst in the Capital Markets group. He focuses on supporting the team through in-depth property valuations, market analysis, and financial modeling while also facilitating creative solutions for clients.

Prior to joining Boston Realty Advisors in 2022, Mr. Ericson was a Retail Leasing Associate at Brixmor Property Group where he had in-depth sales and foundational real estate finance experience. Matt received a Bachelor of Business Administration degree with a concentration in Finance from The George Washington University in May 2020.



## DEBT ADVISORY

Utilizing BRA's deep network of institutional lenders, we help borrowers source construction and permanent loans for all asset classes and project types.

These include:

- Acquisition Financing
- Mezzanine Debt
- Bridge Loans
- Construction Loans
- Cash-Out Refinancing

Our experience allows us to access a broad range of senior, mezzanine, and bridge lenders to service the needs of any borrower, and then conduct effective and efficient negotiations to produce the best results.

## EQUITY PLACEMENT

Clients can rely on the knowledge, relationships, and expertise of BRA to raise equity at the most competitive terms available. BRA utilizes its robust network of individuals and private equity sources to facilitate joint venture and limited partnership opportunities beyond the scope of traditional financing.

Our sources include:

- Rescue Capital
- High-Net Worth Investors
- Private Equity Funds
- Pension Fund Advisors
- Joint Ventures
- Limited Partnership Investments
- Recapitalizations

Developers and owner-operators can look to BRA to help capitalize ground-up projects, acquisitions, or even to take out existing investors.

## LENDER EXPERIENCE

**BrooklineBank**



**CHASE**

**LeaderBank**

**UNIBANK**



**NB NeedhamBank**





# REPRESENTATIVE TRANSACTIONS



## 35 Braintree Street

Allston, MA

### CONSTRUCTION FINANCING

149-Unit Multifamily | \$53,400,000



## Parcle U

Jamaica Plain, MA

### JOINT VENTURE EQUITY & CONSTRUCTION FINANCING

48-Unit Condos | \$14,000,000



## 90 Canal Street

North Station | Boston, MA

### CASH-OUT REFINANCING

80,000 SF Office Building | \$14,200,000



## Charles Landing

Providence, RI

### ACQUISITION FINANCING

131-Unit Multifamily | \$11,537,000



## Hyannis Resort & Conference Center

Cape Cod, MA

### HOTEL REFINANCE

232-Key Hotel | \$12,200,000



## 21 East Street

North Attleboro, MA

### CONSTRUCTION FINANCING

193-Unit Multifamily | \$30,900,000



## 392 Cambridge Street

Allston, MA

### PERMANENT FINANCING

32-Unit Multifamily | \$16,000,000



## Marlborough Village

Marlborough, MA

### ACQUISITION FINANCING

10-2 Pad Manufactured Housing Site  
\$11,150,000



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## OUR STRUCTURE ALLOWS US TO BE MORE RESPONSIVE, RESOURCEFUL, AND DETERMINED TO MEET YOUR GOALS

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Over the past 20 years, BRA Capital Markets has created unique and equitable solutions for client's real estate needs through institutional and entrepreneurial advisory services. As the economy is ever-changing so are our strategies. Investors can rely on our experience, diligence and relationships with key lending and equity sources to secure the most competitive financing and deal structure for their real estate investments.



ENTREPRENEURIAL  
**AGILITY**  
INSTITUTIONAL  
**EXPERTISE**

SINCE 2001

**JASON S. WEISSMAN**  
*Founder & Senior Partner*  
617.850.9608  
jweissman@bradvisors.com

**NICHOLAS M. HERZ**  
*Managing Director & Partner*  
617.850.9624  
nherz@bradvisors.com

**KEVIN BENZINGER**  
*Director*  
617.850.9647  
kbenzinger@bradvisors.com

**MATT ERICSON**  
*Associate Analyst*  
978.494.2164  
mericson@bradvisors.com



**Boston Realty Advisors**

136 Newbury Street | Boston, MA 02116 | 617.375.7900 | BRAdvisors.com