



FOR IMMEDIATE RELEASE

GREYSTEEL ANNOUNCES EAST COAST EXPANSION - WITH THE ADDITION OF TC COSBY

January 24, 2019 – Baltimore, MD – Greysteel, a national commercial real estate investment services firm, announces East Coast expansion with the addition of TC Cosby as Director.

TC Cosby has joined the Greysteel and will split his time between the firm's Baltimore, Washington D.C. and Manhattan offices. His focus will be serving the firm's Institutional clients by providing Property Sales and JV Equity Placement services. Mr. Cosby will represent property owners in the acquisition, disposition and financing of multifamily properties as well as source JV equity for investments along the East Coast.

As a market leader in the financial services industry with over a decade of experience, Mr. Cosby has managed strong collaborative institutional sales teams, covered multibillion dollar institutional clients, including GSEs, hedge funds, money managers, banks, pensions, insurance companies, and mortgage originators. Prior to joining Greysteel, Mr. Cosby has spent the last 10+ years in the global investment banking arena managing an institutional sales team at Bank of America / Merrill Lynch and most recently he co-founded the independent broker-dealer Angel Oak Capital where he focused on Global Structured Products and Mortgage Trading and Sales.

Mr. Cosby serves on the Board of Directors, Executive Committee at the Albert Einstein College of Medicine and is a member of the Board of Trustees with Samuel Ready Scholarships. He also volunteers with a number of organizations that improve the lives of children from underserved communities through education, economic development, and political engagement.

"Joining Greysteel made complete sense as the company directly aligns with my belief that institutional client's interests are best served by a tech-driven consultative sales approach," said Mr. Cosby.

"Greysteel is distinguishing itself with this approach, especially in a dynamic market where institutional investors need timely and thoughtful execution."

"We are excited to have TC Cosby join the Greysteel team and increase our East Coast market share as well as serve the needs of our institutional clients," said Greysteel President & CEO, Ari Firoozabadi. "TC has a long track record in working in and for very large institutions and with his experience and diverse career accomplishments, I expect we will only further enhance our expertise in this sector and continue to add value to our clients."

About Greysteel:

Greysteel is a commercial real estate and capital markets services firm with 13 offices located in New York, NY; Los Angeles, CA; Dallas, TX; Fort Worth, TX; Washington, D.C.; Philadelphia, PA; Phoenix, AZ; Denver, CO; Baltimore, MD, Charlotte, NC and Norfolk, VA. Greysteel serves and advises private and institutional real estate investors and developers in the marketing, sale, and financing of private capital and middle-market real estate assets. www.greysteel.com

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