



DANIEL HARTNETT - RISING STAR

Daniel Hartnett co-leads the Greysteel national debt & structured finance and JV equity practice groups, with a primary focus in the Central and Southwest US. He specializes in structured debt, mezzanine and joint venture equity placement for multifamily, hospitality, commercial, retail, office and self-storage properties. Hartnett conducts financial analysis for acquisition, refinance, and other special situation workout loans and is responsible for sourcing and executing corporate and project-related debt solutions for middle market and institutional clients through numerous relationships with banks, life insurance companies and CMBS conduit lenders. While some in commercial real estate finance are reluctant for change, Hartnett values adaptability to prove market trends and new technology, while also understanding the ebbs and flows of capital markets. He is attuned to make sure the client experience and execution is thorough, utilizing Greysteel's proprietary capital tracking database to aid in the facilitation of

an accretive solution for every client's transaction needs. He joined Greysteel's Dallas/Fort Worth office as a capital markets associate in early 2016 assist in the growth of the debt and structured finance practice. In the three years, he has arranged \$267 million in total finance volume, \$126 million in the last 12 months, and has arranged the financing for two hotels and three multifamily loans totaling \$35 million most recently. According to Hartnett, his most recent significant and interesting deal was a multifamily cash-out refinance. He was able to lower the interest rate by 150 basis points, structure full-term interest only and cash-out equity and close the loan within 35 days.



NICOLE CAPOBIANCO - BEST BOSSES

Upon joining Greysteel in 2017 to lead the transaction services support team, Nicole Capobianco was quickly promoted later that year to director, before being promoted to her current role of VP of transaction services in 2019. Capobianco was able to quickly rise through the ranks at the company due to her efforts and success in driving growth and innovation. A proven motivator at the company, she has successfully streamlined processes and improved internal efficiency across the network to benefit clients. As a talented problem-solver, she creatively things outside of the box when generating a new system, and she has assisted in launching numerous nationwide projects for the firm. Always working with the utmost integrity, Capobianco is responsible for co-managing the corporate operations and transaction support functions of the company. Dedicated to her role at Greysteel, she is able to expertly leverage technology and informational insights to identify strategic opportunities. Clients and colleagues alike, appreciate her

work ethic due to her continuous positive attitude, upbeat disposition and willingness to assist with any project. She continues to execute change that benefits everyone involved and she is known to work well with every personality. She creates seamless onboarding processes, personalized to each individual while offering a comprehensive look at the company. She collaborates well with team members and she often works hand-in-hand with various departments on projects to facilitate and manage production cycles. With the ability to provide constructive criticism, she has earned the trust of many by offering an ideal blend of facts and opinions, while maximizing productivity. Through an impressive approach to embracing change, she serves as a driving force behind many of Greysteel's innovations within recent years.