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CBRE HIRES INDUSTRY LEADERS TO LEAD NEW THIRD-PARTY LOAN UNDERWRITING PLATFORM

Los Angeles – March 25, 2019 – CBRE announced that Albert Picallo and Masato Inagaki will join [CBRE Loan Services](#) to spearhead the firm’s newly formed third-party commercial loan underwriting and advisory platform.

Based in CBRE’s New York office, Mr. Picallo will join as managing director and head of underwriting, with Mr. Inagaki joining as director, underwriting. They will report to [Chris Shamaly](#), senior managing director, CBRE Loan Services—a wholly-owned line of business within CBRE Capital Markets.

Both accomplished commercial real estate professionals, Mr. Picallo and Mr. Inagaki founded Focal Point Capital Advisors in 2011 to provide commercial real estate loan underwriting services to institutional capital providers and owner/operators. Through their platform, they have underwritten more than \$10 billion in mortgage loans, mezzanine loans and equity transactions and completed transactions representing \$15 billion in property value over the past nine years.

“Albert and Masato have worked with some of the most recognizable names in commercial real estate finance and have closed every type of transaction in every major market with private equity real estate funds, global investment banks, and hedge funds. Both bring a tremendous amount of experience to our growing team that now manages more than \$200 billion of commercial real estate loan servicing worldwide,” said Mr. Shamaly.

Mr. Picallo has more than 25 years’ experience in commercial real estate capital markets having held senior positions in development, origination, asset management and workout sectors of the business on both the principal and service side.

“Joining CBRE will allow us to enhance the services we provide to our existing clients and will allow the CBRE Loan Services platform to build on its array of offerings and world-class service to clients,” said Mr. Picallo.

Prior to co-founding Focal Point, Mr. Picallo resolved some of the largest and most complicated assets in the Lehman Brothers bankruptcy. Prior to his work for the Lehman estate, Mr. Picallo

headed the underwriting department for Lehman's Principal Transactions Group, where he managed a staff of 20 underwriters in New York and Los Angeles and was responsible for coordinating underwriting and presenting credit recommendations to senior management.

Mr. Inagaki has more than 15 years of professional experience in commercial real estate acquisition and finance. His experience includes performing underwriting analysis and due diligence for Lehman Brothers' Global Real Estate Group. In addition, his experience also includes valuation and underwriting of commercial real estate assets in East and Southeast Asia.

About CBRE Group, Inc.

CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (based on 2018 revenue). The company has more than 90,000 employees (excluding affiliates) and serves real estate investors and occupiers through more than 480 offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services. Please visit our website at www.cbre.com.

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