

CO's Top 25 Debt Brokers and Lenders Under 35 October 5, 2016

In Commercial Observer's 25 Under 35, we're showcasing 25 debt originators and brokers making the biggest splash in the industry with youth still firmly on their side. Many of those on the list are still in their twenties, many originated or arranged upward of \$1 billion in the past year and many are making their mark at relatively new firms or platforms. While some childhood dreams listed in applications—astronaut, baseball player, dancer, veterinarian—never materialized, it's safe to say that these young guns are right where they are meant to be.



Kory Klebanoff, 33

Vice President at ACORE Capital

Kory Klebanoff has a longtime relationship with real estate. The Randolph, N.J.-native grew up admiring his father, Marty, a long-time mortgage broker.

“Listening to him talk about the business and the nuances of real estate fascinated me,” Klebanoff said. “I’m not sure if I can ever fill his shoes, but nothing makes me prouder than working incredibly hard to honor his legacy.”

And it certainly seems like he's doing just that. After graduating from Tulane University's Freeman School of Business in 2005, Klebanoff started working at CMBS consulting firm Blackheath Financial and then put in nearly nine years at GE Capital Real Estate, where he was involved in more than \$3 billion in transactions.

In July 2015, after GE announced it would be divesting its real estate holdings, Klebanoff joined ACORE Capital, which had just been launched by longtime commercial real estate vets Warren de Haan, Boyd Fellows, Chris Tokarski and Stew Ward.

“After working for a large institution for a long period of time, I wanted to find somewhere to do more deals but smaller and just more flexible [ones],” he said. “ACORE had launched, and it seemed like an incredible opportunity to jump into something that was just burgeoning.”

In the last 12 months, Klebanoff originated \$806 million in financing, including a \$136 million mortgage for Innovo Property Group and Westbrook Partners' acquisition of 24-02 49th Avenue, a 640,000-square-foot office building in Long Island City. “[At ACORE] we run a lot leaner than you do at any institution,” he said. “We all have to wear a lot of hats, so it becomes a bit of a balancing act. Frankly, it's fun.”—D.B.