

## **COHEN FINANCIAL HIRES ASSET ADVISORY AND ASSET MANAGEMENT EXPERT JAMES “BEAU” JONES, JR. TO EXPAND INVESTOR SERVICES PRACTICE**

Chicago (August 3, 2015) – Cohen Financial, a national real estate capital services firm, today announced that it has expanded its commercial real estate (CRE) loan servicing, asset management and asset advisory practice, hiring James “Beau” Jones, Jr. as Managing Director. Mr. Jones has more than 20-years of experience in the CRE asset management, underwriting and due diligence specialties. He will focus on assisting Tim Mazzetti, President of Cohen Financial’s Investor Services, and Kevin Miller, Managing Director, to grow the firm’s sophisticated loan servicing, asset management and asset advisory services practice reach to financial institutions, private equity firms and investment banks across the country.



“We are all thrilled to welcome Beau to our team today,” said Mr. Mazzetti. “Because he has amassed such substantial commercial real estate loan servicing, asset management and underwriting experience in the industry, Beau is a great fit as we continue to expand our platform,” added Mr. Mazzetti.

Mr. Jones joins Cohen Financial from The Birdseye Group in Dallas, Texas where he was Partner and Managing Director of Business Development. In prior positions, Mr. Jones worked with Prudential Asset Resources and The Situs Companies where he led both firms’ asset management teams. In his management roles, Mr. Jones managed teams that focused on asset management functions for mortgage portfolios that included stabilized and pre-stabilized/construction loans, CMBS loans, structured/interim/CDO loans, as well as Fannie Mae and Freddie Mac loan products. Mr. Jones was also responsible for managing large client relationships at both firms.

Prior to Prudential and The Situs Companies, Mr. Jones was Vice President of TriMont Real Estate Advisors in Atlanta, Georgia where he assisted with large client acquisitions while providing asset management services on numerous assets, including condominiums (both new construction and conversion), land development, office/retail construction (including subsequent lease-up) and a large national retail chain. He holds a Bachelor of Arts with honors in Economics from Georgia State University in Atlanta, Georgia and has completed MBA Inspector Certification Training in 2010.

“With a professional background perfected at his prior firms, Beau will be vital in helping us expand our loan underwriting and b-piece diligence practice,” said Mr. Miller. “His extensive background in asset management, as well as primary and special servicing of all asset classes will be invaluable to our current and new institutional investor groups and investment banks.”

Cohen Financial’s Investor Services has successfully grown its practice to more than \$26 billion in assets under management over the past 10 years. The firm manages a broad portfolio of all asset types from CMBS, CLO/CDOs, construction loans, structured finance and fully funded loans, as well as Fannie Mae, Freddie Mac and FHA-approved loans. The Asset Advisory practice provides loan underwriting and diligence support services for numerous real estate finance companies that provide CMBS, GSE, life

company and transitional lending products. The group has underwritten more than \$500 million, re-underwritten an additional \$375 million and provided asset surveillance for more than \$1 billion in commercial real estate loans over the first five months of 2015. Cohen Financial is also a highly-rated Primary and Special Servicer, maintaining ratings with five out of the six of the major rating agencies.

“This is a tremendous opportunity to work with Cohen Financial’s highly respected loan administration, analysis and valuation teams,” said Mr. Jones. “The Investor Services practice has an outstanding reputation, and I look forward to working closely with our current clients and to helping implement the firm’s high-touch services solutions with new clients.”

Beau can be reached at 214.364.7659 or [bjones@cohenfinancial.com](mailto:bjones@cohenfinancial.com).

### **About Cohen Financial**

Cohen Financial is a diversified, commercial real estate capital services firm offering debt and equity placement, loan administration and advisory services. Cohen Financial is well recognized as one of the nation’s leading loan servicers and special servicers, as well as an originator of commercial and multifamily real estate financing. Known for finding innovative solutions to meet client needs, the company maintains an Equity Practice to help borrowers complete their capital needs and an enhanced Capital Advisory and Valuation Services to assist financial institutions and investors to better evaluate assets and investment opportunities. Cohen Financial serves clients throughout the U.S. from offices in 10 major markets.