

TOP WOMEN IN REAL ESTATE FINANCE



MARGARET BLAKEY

PEGGY DASILVA

GRETA GUGGENHEIM

(cover story)

KIMBERLY HOURIHAN

PAMELA McCORMACK

(cover story)

WENDY ROWDEN



MARGARET S. BLAKEY
CANOPY INVESTMENT ADVISORS



“Very few firms in this industry are owned by women or minorities. Our time is now.”

— Margaret S. Blakey

Ms. Blakey has over twenty years experience in commercial real estate lending and debt capital markets, and she is a co-founder and a managing principal of Canopy Investment Advisors LLC.

Ms. Blakey formerly co-headed the Real Estate Debt Group at URDANG Capital Management. Prior to joining URDANG, Ms. Blakey was a Senior Vice President and Managing Director with Capmark Investments LP where she was a Key Principal and Portfolio Manager in Capmark Structured Real Estate Partners, a \$1.1 billion high yield debt fund. Prior to joining Capmark Investments, from 2002 to 2005 Ms. Blakey served as a Managing Director with Commercial Ventures, a real estate finance subsidiary of GMAC, which originated and held for investment over \$1.5 billion of high yield commercial real estate debt.

From 1997 to 2002, Ms. Blakey was a Vice President in the Real Estate Investment Banking Division of Goldman Sachs where her responsibilities included the origination and structuring of commercial real estate debt investments, and investment banking advisory work. From 1992 to 1997 Ms. Blakey was a Director in the Commercial Mortgage group at Credit Suisse First Boston, where she specialized in structuring and selling CMBS to institutional fixed income clients, as well as the purchase and sale of sub-performing and non-performing commercial loan portfolios. Ms. Blakey was a Vice President with Eastdil Realty from 1985 to 1991, where she focused on real estate investment advisory and institutional asset sales transactions.

Ms. Blakey earned a B.A. from Dartmouth College and an M.B.A. from Harvard Business School. She is a member of ULI, WX, and the advisory boards for The Trust for Public Land, and FINCA International.



PEGGY DaSILVA
RREEF



“Attracting young women to this field has been challenging historically. But, we’ve come a long way, and given the broad range of career opportunities across real estate today, I’m optimistic that the tables will continue to turn”

— Peggy DaSilva

Peggy DaSilva is a Managing Director and a member of the Client Relations team at RREEF, the real estate investment management business of Deutsche Bank’s Asset Management division, where she is responsible for fund raising efforts across RREEF’s suite of real estate investment solutions, covering institutional investors and consultants in the eastern region of the United States. Previously, Peggy was a member of RREEF’s opportunity fund business where she was Head of Americas Asset Management from 2003 to 2010. Prior to Deutsche Bank’s acquisition of Bankers Trust, Peggy worked in the Real Estate Group of Bankers Trust beginning in 1997, with responsibilities for acquisition of debt positions and equity investments in the Americas. From 1994-1997, Peggy was responsible for real estate loan trading and syndication, as well as loan restructuring at Citicorp Securities. Peggy held a series of roles at Chemical Bank from 1985-1992, including starting a swaps trading desk in Tokyo and later joining the real estate investment banking group in New York where she was responsible for loan syndications and workouts. Peggy began her career after business school at Bank of America. Peggy holds a BA, Cum Laude, in art history from Wellesley College and an MBA, in finance, from Columbia Business School.



KIM HOURIHAN
CBRE INVESTORS

Kim Hourihan, who joined CBRE Investors in 2007 as a Managing Director, has over 20 years of real estate investment experience. She is currently the Portfolio Manager for two international sovereign wealth fund clients with total assets under management with the Firm of approximately \$4 billion representing 12 million square feet. In this position, Ms. Hourihan is responsible for client relations, portfolio management and strategy, asset management, acquisitions and dispositions. Ms. Hourihan is based in New York.

Prior to joining CB Richard Ellis Investors in 2007, Ms. Hourihan was Partner and Regional Director at TA Associates Realty, a Boston-based real estate advisory firm. In that capacity, she was a portfolio manager for a separate account relationship and a closed-end commingled value added real estate fund. Ms. Hourihan also served as an asset manager with expertise in office, industrial, retail and multi-family assets in major markets throughout the US. Prior to that, Ms. Hourihan was Senior Vice President at the Georgetown Holding in Kuala Lumpur, Malaysia directing multiple acquisitions ranging from a bank in Geneva to a magazine in Hong Kong. Ms. Hourihan began her career at US Trust Company where she was responsible for lending on real estate.

Ms. Hourihan earned a B.A. in Economics from Boston College and an M.B.A. from Harvard University.

“I enjoy the deal side and the asset challenges so portfolio management satisfies both these interests.”

— Kim Hourihan



WENDY ROWDEN
Jonathan Rose Companies

greening of 107-145 West 135th Street, a 198-unit Section 8 project in Harlem, and the renovation and greening of 45-55 Church Street, an office building with ground floor retail near Yale University that was financed with New Market Tax Credits. The multi-million dollar capital improvement program at West 135th Street was accomplished with tenants-in-place and was the first recipient of Federal stimulus money to green affordable housing. 45-55 Church is the first LEED EB Silver property in New Haven, Connecticut.

The Investment Practice also obtained LEED EB Gold certification for the Vance Building in Seattle, Washington. Recognized by the National Trust for Historic Preservation and AIA Seattle as a national model of green, historic office building preservation, the Vance Building has been coined “ground zero for the green movement in Seattle” by tenants and local press.

Prior to joining Jonathan Rose Companies, Ms. Rowden served as Vice President, General Counsel and Secretary of The Rockefeller Group. In that role, she advised the

CEO and Board of Directors on all matters relating to real estate investment operating subsidiaries. Major transactions included: the 2007 sale of Cushman & Wakefield to IFIL in a deal valued at \$975 million; a landmark deal with the Peoples Republic of China to redevelop a 1 million square-foot historic mixed-use district along the Bund in Shanghai; the development of 745 Seventh Avenue, NY, NY (the current US headquarters of Barclays Capital); and the sale of Radio City Music Hall Productions to Madison Square Garden.

“It’s time for the industry to think ‘Green’.”

— Wendy Rowden

Ms. Rowden leads Jonathan Rose Companies’ Investment Practice, drawing on her 25 years of experience in the real estate industry. She has responsibility for all aspects of the firm’s fund business, including acquisitions, financing, asset management and investor relations.

Jonathan Rose Companies’ Investment Practice is the first in the United States to successfully build an equity platform targeting the acquisition and green transformation of existing buildings. Recent projects include the preservation and