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Morris joins The Henley Group, Inc. as managing director

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Brian Morris has joined The Henley Group, Inc. as managing director. Morris has over 20 years of real estate and financial services experience, closing and/or managing over \$1 billion in transactions across multiple product types and strategies. He has been a principal investor, asset manager, originator and underwriter for noteworthy institutions. Morris has extensive experience in negotiating and structuring all components of the capital stack including joint venture equity, subordinate debt and senior debt.

Recently, as head of asset management at Argosy Real Estate, Morris managed over 80 multifamily and commercial assets aggregating to over \$500 million in value. He acquired a comprehensive understanding of real estate fundamentals at the property level, working closely with operating partners in developing budgets and capital improvement programs, projecting cash-flows, negotiating financing, and making major property decisions.

Morris's prior work as managing director at LEM Mezzanine included originating, underwriting and securitizing CMBS loans. It was there that Morris forged a relationship with The Henley Group founder, David Goldfisher. Prior to LEM, Morris was a director in GE Real Estate's strategic capital group where he was responsible for originating large and middle-market senior loans. He was also a vice president in Wells Fargo's real estate merchant banking group, originating and underwriting bridge loans, mezzanine loans, and lines of credit.

Morris began his real estate career with Bear Stearns' Commercial Mortgage Group, originating, underwriting, and securitizing CMBS loans. Prior to real estate, Morris held two trading positions at Swiss Bank, first on the buy-side in securities lending and then on the sell-side in government trading. Prior to Swiss Bank, he was a portfolio manager for Fannie Mae, co-managing a \$25+ billion liquidity portfolio that invested in a variety of fixed-income products. Morris was also an industrial engineer with the Naval Research Laboratory.

Morris holds an MBA from the McDonough School of Business at Georgetown University. He also earned a Bachelor of Science degree in Industrial Engineering from Rensselaer Polytechnic Institute.

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