



# nerej

## Walker & Dunlop adds sales team in Boston

April 06, 2018 - Front Section

Boston, MA Walker & Dunlop, Inc. has hired a new, multifamily-focused investment sales team. The team allows the continued expansion of the company's banking and brokerage platform in pursuit of its mission to build the premier commercial real estate finance company. Managing directors Michael Coyne and Travis D'Amato join Walker & Dunlop from JLL, where they led the multifamily capital markets in New England. While at JLL, they originated \$3 billion in sales, financing, and equity.

"We are thrilled to welcome this extraordinary team of investment sales professionals to Walker & Dunlop," commented Kris Mikkelsen, chief operating officer and managing director of Walker & Dunlop Investment Sales. "Michael and Travis are highly regarded by large owners of commercial real estate and have the client base, track record, and personal character to be wonderful additions to the Walker & Dunlop team."

This new team expands the company's multifamily investment sales practice into five new states, including Connecticut, Maine, Massachusetts, New Hampshire, and Rhode Island, growing the firm's market reach in terms of states licensed to do business by 38%. In 2017, Walker & Dunlop's multifamily-focused investment sales business grew volumes by 18 percent, to \$3 billion. Overall, Walker & Dunlop generated \$28 billion in total transaction volume in 2017, finishing the year with 7.3% market share in total multifamily lending within the United States.

Walker & Dunlop, headquartered in Bethesda, Maryland, is one of the largest commercial real estate services and finance companies in the United States providing financing and investment sales to owners of multifamily and commercial properties. Walker & Dunlop, which is included in the S&P SmallCap 600 Index, has over 600 professionals in 28 offices across the nation with an unyielding commitment to client satisfaction.