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## Mello joins Mag Mile

December 11, 2020 - Financial Digest

Boston, MA Paula Mello has joined Mag Mile Capital as senior vice president of originations and will be based out of the firm's local office.

"Paula is a seasoned commercial real estate veteran with an extensive background in financing commercial real estate transactions," said Matt Weilgus, senior vice president and head of originations for Mag Mile in the Northeast. "She has a vast network of relationships with CRE investors and will originate new financings as well as work on creating new relationships with sponsors in the Boston-area market to help them identify customized financing solutions for their assets. We are excited to welcome Paula to our growing team."

Prior to joining Mag Mile Capital, Mello was a senior relationship Manager with Cambridge Trust Company for the firm's commercial real estate group. At Cambridge, she was responsible for new business development and growing the organization's commercial real estate portfolio. She has also held senior positions with Commerce Bank & Trust Company and TD Bank Group. Throughout her career, Mello has leveraged her relationships with both national and regional commercial real estate investors and developers, REITs and Funds, and syndications, to successfully develop a top-tier portfolios and has been responsible for origination and relationship development across all national product types.

"I'm excited to join such a dynamic team," said Mello, "and look forward to focusing my business development efforts to help Mag Mile develop lasting new relationships with Boston-area CRE developers and owners. Likewise, I'm looking forward to introducing my network to the collaborative team and plethora of resources available for effective capital solutions via Mag Mile Capital's platform."

In her new role with Mag Mile, Mello will help to expand the firm's regional presence in Massachusetts and across the Northeast. She will also originate diversified CRE debt instruments across various asset classes nationwide as well as originate Freddie Mac SBL apartment loans, multifamily agency loans, conduit (CMBS), bridge financing, mezzanine facilities, and preferred equity transactions for the firm's client base across service sectors. Mello is a graduate of the University of Massachusetts in Lowell with a Bachelor of Science in Finance.

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