



CELEBRATING
55 YEARS

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2023 Ones to Watch Rising Stars: Matt Hohrath, Cambridge Savings Bank

May 26, 2023 - Spotlights



Matt Hohrath
Commercial Real Estate Lender

Cambridge Savings Bank

Number of years at firm: 6

One thing on my bucket list: Visit every national park (34 down)

When I am not working, I am: Doing home renovations, running, playing basketball, or watching movies.

What recent project, transaction or accomplishment are you most proud of? We look to partner with our borrowers to achieve what is best for their strategy. In a recent deal, our sponsor acquired an industrial property in Braintree, Mass. which was receiving interest from the market, but they couldn't quite find the right tenant that met their economic and credit criteria. We worked with them to pivot their strategy by increasing the loan to scale their capex budget and convert the property to a GMP facility which allowed them to capture the depth and activity of the life science demand in the market. They've since leased the property and created a tremendous win for their investors.

What makes this nominee a RISING STAR?

"Matt is the consummate team player and has worked his way up from a portfolio manager to a CRE lender. In his first year as a CRE lender, Matt has closed over \$50 million in new production and has developed strong relationships with his clients." - Nicholas Donofrio, Senior Vice President, Commercial Real Estate Team Leader at Cambridge Savings Bank

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540