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Black Mountain Capital



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Alex Elezaj

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Alex Elezaj founded Black Mountain Capital, a boutique real estate capital advisory firm that is fast becoming one of the industry's premier capital advisors, with deep industry knowledge and far reaching relationships.

With offices in Manhattan and New Rochelle, the company utilizes its diverse and innovative structuring expertise, lender knowledge, relationships and market experience to customize financing options for its clients, including highly leveraged debt and joint venture transactions.

"We deliver the highest level of customer service and quickly close transactions regardless of size, location or complexity," said Alex, who pointed out that whether it's a residential trophy property on the water in the Hamptons or multifamily buildings in New York, Black Mountain caters to a very "interesting mixed bag of clientele."

Before Alex started Black Mountain Capital in 2011, he worked at Bank of America for several years and before that at The New York Mortgage Company, alongside prominent financial leaders.

"Our timing was impeccable, with rates bottoming out at the time we launched, but what makes us unique is the access we have to decision makers who take our calls when we ring," he added.

Today Alex offers clients a product line up for various types of situations. "There is always an appetite for real estate, and we have that magic touch to make things happen." Alex and his hardworking team continuously network and solicit new business opportunities through the firms growing database, although the main source of business has been from repeat customers and word-of-mouth referrals.

"We work hard to ensure our clients have the best possible experience in a very volatile and cautious marketplace," explained Alex. "We cater primarily to domestic investors and our clients take us across the nation for various types of opportunities."

Company clients include domestic business owners who are expanding their businesses and looking to finance new warehouse spaces, developers looking to build income-producing properties

and international clients looking to park their money on an investment condo in Manhattan. Most, he says, are high net-worth clients, seasoned investors, developers and even some sports/movie/fashion celebrities.

"It's a tough business so we don't focus our energy on a particular type of client but rather on educating our business partners and clients on access to product availability," added Alex, who has deals across the United States but focuses on the primary major markets. "It makes lending a bit less restrictive and encourages lenders to be proactive."

His company recently completed a \$16-million loan request for an Israeli developer building a condo project on the Upper West Side of Manhattan. The loan was due within a matter of weeks. Black Mountain was able to cross collateralize additional properties to achieve maximum leverage. The deal closed smoothly and the borrower was pleased with the execution and savings. Alex is currently working on closing a \$35-million deal on Long Island with lots of challenges, but he expects to achieve the same outcome.

Looking ahead, Alex has targeted two additional markets for expansion efforts and is growing the firm's seasoned and experienced staff with plans in motion to build a full-service direct lending platform. "We want to centralize our process and we know a good deal when we see one," he says. "Why wait for someone else to make that decision for us?"

Helping him grow Black Mountain is his sister, Jacqueline Elezaj, of whom he said, "Our originators love her because she gets the job done. Without her I am not sure there would be a future."

Alex believes the company has a high success rate because it doesn't work on deals it can't close. "It saves everyone time and money. People love saving money and this is what we do best."

Alex Elezaj, Founder/Managing Director
Black Mountain Capital Structured Real Estate Finance
646-504-3255
www.BlackMountainCapital.biz

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