

# Corey T. Winsett

Director of Acquisitions/Sr Property Manager

## Scope of Services

Commercial real estate investment, asset management, portfolio management and distressed debt acquisition.

## Background & Experience

Mr. Winsett joined NAI/Merin Hunter Codman in 2018 bringing a decade of commercial real estate investment advisory, asset management and finance expertise. Mr. Winsett, while serving in such rolls as Principal, Senior Asset Manager, Acquisitions and Development manager has worked for such firms as Torchlight Investors, LNR Partners, Coral Ridge Capital and BF Group/Southern Facilities Development.

At Torchlight, Mr. Winsett co-managed a portfolio of \$1.7 billion in distressed CMBS loans and REO as Special Servicer, including the disposition of over \$500mm in commercial real estate assets. Mr. Winsett was consistently recognized as one of LNR Partners top performing asset managers, having sourced, underwrote, acquired and managed in excess of \$300 million of non-performing commercial real estate loans for the firm's opportunity fund. Additionally, Mr. Winsett negotiated and implemented a series of complex loan restructurings for over \$250 million in small balance CMBS debt. As principal of Coral Ridge Capital Mr. Winsett focused on distressed and value-add opportunities most notably the acquisition of a portfolio of small balance loans in New York and New Jersey as well as the acquisition and repositioning of a 24 unit condominium building to student housing in Coral Gables, FL.

## Education

Indiana University - Kelley School of Business Bloomington, Indiana graduate with a Bachelor of Science degrees in Finance and Real Estate Finance, with a minor in economics.

## Significant Transactions

Asset managed a \$1.7 billion portfolio of distressed CMBS loans and REO as Special Servicer. Sourced, acquired and managed over \$200 million of non-performing CRE loans. Managed a portfolio of small balance CMBS and whole-loans in excess of \$150 million. Repositioned a 24 unit condominium building in Coral Gables. Assembled and entitled a 424 unit multi-family and mixed-use development project in Hollywood, FL.