



## David R. Pascale, Jr.

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Mr. Pascale joined George Smith Partners more than two decades ago, leaving behind a successful career in intellectual property rights management. Now, as GSP's most Senior Vice President/Deal Manager, Mr. Pascale has directly overseen the placement of nearly \$4 billion capital into commercial real estate. He has an expertise in virtually every aspect of commercial real estate debt placement with distinct specializations in CMBS, bridge loans, credit tenant leases. He has worked extensively on retail, multifamily, hotel, office, and mixed use transactions. With a background in law, Mr. Pascale also brings loan document expertise and is able to explain and negotiate deal points and structure. He serves as an advisor to new company members.

In addition to his primary responsibility of client management, Mr. Pascale has been involved with the marketing of the firm in a number of different capacities and is primarily credited with transforming the firm's highly regarded FINfacts newsletter from a quarterly to a weekly publication. Mr. Pascale now offers his expertise via a weekly column in FINfacts known as the hugely popular "Pascales Perspective." This column provides readers detailed information on trends affecting the United States Real Estate Markets by combining national/international macro overviews with specific microeconomic events.

Mr. Pascale is an alumnus of the University of California Los Angeles.