

Andrew McAllister joined C&W's Capital Markets Group in 2001, bringing to the firm 12 years of experience as a Washington, DC based Commercial Real Estate Finance and Investment Sales professional. Complimenting his brokerage experience, he has also worked as an Institutional Loan Officer. Since 2001, Mr. McAllister has focused primarily on placing debt and equity for new developments, acquisition finance, permanent debt placement, and land sales.

Formerly, Mr. McAllister worked in C&W's Loan Sale Group where he was part of an advisory team responsible for the sale of more than \$3 billion of mortgage loans. Locally, his past professional experience includes working as a commercial real estate Loan Officer with ITT Real Estate and General American Life and a Mortgage Banker. In these capacities he has closed more than \$500 million in commercial and residential transactions.

Mr. McAllister ranks among C&W's leading brokers. Since 2003, he has been recognized regionally in the top 10 and nationally in the top 15% of all C&W brokers. Regionally, his team has also won C&W's Client Service Award in 2004 and 2006. The Greater Washington Commercial Association of Realtors has ranked Mr. McAllister as a Top 5 Finance Producer every year since 2003.

Mr. McAllister received his MBA with honors from Columbia Business School and his undergraduate degree in Finance from Georgetown University. In addition to his real estate career, he has been a participant in the Big Brothers/Big Sisters program and other local charitable organizations. Mr. McAllister is a member of the business honor society Beta Gamma Sigma and a licensed Associate Broker.