



## **Gretchen Wilcox, G.S. Wilcox & Co.**

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Gretchen Wilcox

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What was your greatest professional accomplishment in 2012? Becoming a certified woman owned business by the Women's Business Enterprise National Council (WBENC). This should allow our existing and future clients the ability to leverage our designation and help achieve their internal diversity requirements/goals.

What was your most notable project, deal or transaction in 2012? The early refinancing of a 200 unit apartment building in New York City. An existing client of ours asked us to help negotiate an early prepayment of an existing mortgage with a lender we have a great relationship with. We were able to negotiate with the lender a reduced prepayment fee for the borrower while completing a substantial cash out refinance. At the end of the day, both the borrower and lender were completely satisfied with the results of this transaction.

What are your predictions for commercial real estate in 2013? All indications are that rates will remain low. A lot of loans are due to mature in the coming years and there should be plenty of opportunities to help borrowers refinance their current debt either at maturity or early by providing a deal that both lender and borrower are happy with.

What are some of your resolutions for 2013? Remain focused in our core business of commercial mortgage debt placement.

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