

# THE COMMERCIAL OBSERVER

October 2, 2018

[Link to Article](#)

## CO's 25 Under 35: The Top Young Debt and Equity Professionals of 2018



IT TAKES ALL SORTS TO GROW INTO THE NEXT GENERATION OF REAL ESTATE FINANCE LEADERS. ILLUSTRATION:SAWSAN CHALABI

### BY [THE EDITORS](#)

From street-smart, hard-hustling debt brokers to canny developers and cerebral financiers, there's no archetype for how to make your name in real estate finance—and this year's crop of the most exciting young finance professionals we've met does nothing to dispute the point. Now, when time and experience have yet to fully mold these honorees into the wizened leaders they promise to become, the dynamic differences in their backgrounds shine through. On the slides to follow, a former Naval Academy midshipman rubs shoulders with a rock band's lead singer, and heirs to real estate families do-si-do with others who joined the dance on a lucky whim. It takes all sorts.

Still, common denominators render the talent and ambition of this year's pool assuredly recognizable. They share the dedication to work all hours, and the warmth to charm their colleagues and their competitors alike. Moreover, the minds and Outlook accounts of each house growing catalogues of proud successes and informative failures.

In the end, what's most promising about our honorees are track records that indicate already a penchant for earning the relationships and recognition that underlie solid footing in what can be an intensely personal pursuit. After all, the debt business consists of nothing other than fostering an abiding, high-wire sort of trust and accountability, sufficiently powerful to win funds enough to build towers out of the earth. In that regard, the accomplishments of the top young professionals selected for our list this year have accrued, indisputably, to their credit.—*Cathy Cunningham, Mack Burke and Matt Grossman*



**Adam Metzger, 32**

*Vice President of Acquisitions, L&L Holding Company*

It's been a year of heated competition, but the industry's best and brightest don't scare easily. "L&L is a very tenant-focused and vision-oriented firm," said Adam Metzger, the vice president of acquisitions at L&L. "We're most competitive when we're presented with an opportunity to take something that is obsolete and out of favor because we have the skillset and the courage to perform a modern intervention and transform it into cutting edge, unique space for Manhattan's

most discerning tenants.”

Metzger is part of the L&L team that handles the company’s equity capital raises and oversees renovation and leasing plans for new acquisitions. Thus far he has a whopping \$2 billion in financings under his belt.

He holds a bachelor of arts in economics from Yale and joined L&L from Normandy Real Estate Partners in 2016.

Keeping him busy right now is L&L and Normandy Real Estate Partners’ pending \$880 million acquisition of Terminal Stores in West Chelsea. Metzger is helping to arrange the financing for the 1.2-million-square-foot complex, soon to be transformed into a cutting-edge office building and retail destination. The deal is scheduled to close later this fall.

“Terminal is a fit for L&L’s historical skill set of taking older, underutilized commercial buildings and turning them into cutting-edge space,” Metzger said of the firm’s draw to the purchase. “We view Terminal Stores as the connection between modern Hudson Yards and historic Chelsea. This is a rare opportunity to take that historic space, renovate it to modern standard and change its profile in the market.”

In his spare time, Metzger is the lead vocalist in his rock band, the Pick You Up at 8s. In June they played to an audience of 600 real estate professionals at Irving Plaza as part of Rockers in Relief, raising \$144,000 for disaster relief.

After a “very exciting summer overall for L&L,” it looks as though the fall won’t be any less busy, professionally or personally. On Halloween he’ll marry his fiancée, Kimmy Scotti, and he’s currently knee deep in “last-minute planning,” he said.

The two recently vacationed in Italy, spending time with Scotti’s family in the south. But speaking Italian is something that Metzger can’t add to his résumé.

“Yet!” he is quick to add.—C.C.