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## **30-Year Veteran Joins Growing Real Estate Finance Advisory Firm**

Beverly Hills, CA—Commercial real estate finance and investment advisory firm Lucent Capital has hired veteran Bruce F. Evans as executive vice president to originate and execute debt and equity financing for middle market and institutional borrowers across North America.

“The addition of Bruce is a market-moving advancement for our firm and we are extremely excited to have his expertise and long-standing track record to better serve our current and future clients “ said Steven Yazdani, Lucent Capital managing director and principal. “Bruce has a stellar reputation as a consummate dealmaker who operates with transparency and integrity; which is a perfect fit for Lucent’s culture.”

Prior to joining Lucent Capital, Evans established and grew the commercial real estate financing units for Credit Lyonnais and Macquarie Bank Limited, gaining extensive experience through all layers of the capital stack including senior debt, mezzanine financing and equity capital. Bruce's expertise includes construction finance, acquisitions, complex restructurings, lending syndicate formation and guidance. Evans also previously worked for the commercial real estate financing groups at Tokai Bank and the Bank of Montreal. “With the improving economy, equity players appear more optimistic that the timing is right to ramp up their activity, complemented by structured financing to effect more and larger purchases,” said Evans. “Many players think that prices are close to bottoming, or may have already done so in many sectors and locales, so we expect activity to markedly increase.

Lucent Capital has positioned itself to participate fully in this uptrend.” Evans earned an MBA and a Bachelor of Commerce from Dalhousie University in Halifax, Canada. Evans is active in a number of real estate industry organizations and, with his wife, actively supports several charitable endeavors. Lucent has arranged more than \$100 million in debt financing in the past 60 days, and has more than \$250 million in the pipeline, according to Farzin Emrani, Lucent Capital managing director and principal. Evans is Lucent's third major hire since January. Earlier this year, Steven Provencio joined the firm as Senior Originator in the firm’s Beverly Hills office and Asael Loreto came aboard to lead Lucent's operations in Mexico.