

Lauren Sterk, *executive director*, is a member of J.P. Morgan Asset Management – Real Estate Americas Debt Capital Markets (“REA”) which she joined in 2016 and holds multiple roles. Lauren is a member of the Investment Committee for the Commercial Term Lending group which originates fixed and floating rate loans, she also drives and implements REA’s secured and unsecured borrowing strategy across REA’s \$70B portfolio nationally and leads the platform’s flexible space (co-working) strategy. Lauren joined JPM in January, 2006 and has since held four commercial real estate positions within the Bank. Prior to joining REA, Lauren was a Client Executive in Real Estate Banking, where she was responsible for generating new balance sheet lending opportunities and managing existing relationships with large regional and national real estate owners. Prior to that, Lauren was a Vice President in J.P. Morgan’s Corporate Real Estate group where she developed and led strategic initiatives regarding JPMorgan’s corporately owned and occupied office and retail assets worldwide. Lauren started at the bank as an Originations Associate in the Investment Bank’s Commercial Mortgage Backed Securities (CMBS) group where she was responsible for structuring, underwriting and negotiating loan terms for all asset types. In addition to her career at JPM, Lauren has consulted for BlackRock and the FDIC. Lauren started her career with NorthMarq Capital, where she underwrote loans for Agency execution. She holds a Bachelor of Arts degree in History and Rhetoric from Bates College in Lewiston, Maine.