



Brady Johnson

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Senior Vice President
San Clemente, CA
949.558.8297
bjohnson@hjsims.com



"You are only as good as the product and solutions you can offer. I am confident at HJ Sims that with the right creativity and strategic resources available, you can uniquely accomplish all your clients' goals."

Brady Johnson possesses a strong entrepreneurial spirit and is drawn to challenges that require his detailed, analytical and creative approach. Throughout his career, Brady has embodied a proactive character and has been a "first" at many projects, developing initiatives within the teams that have been fortunate to claim him as a member. Brady is driven to succeed; it is no surprise to those who know him that Brady was named one of the "Stars to Watch in 2019" by *Commercial Property Executive*.

Expanding its West Coast business presence, HJ Sims has tasked Brady with the opening of a California office. He joins HJ Sims as Senior Vice President, Investment Banking with a focus on non-profit and for-profit clients. He will be responsible for business development and expanding the firm's strategic relationships by providing debt and also seeking strategic equity investments.

While attending graduate school, Brady was hand-selected to join GE's world renowned *Experienced Commercial Leadership Program*, a two-year management development program dedicated to cultivating global leaders. He went on to serve in a variety of commercial finance roles, including positions within GE Capital Real Estate and GE Capital Corporate Finance.

Brady soon developed an appetite for the complexity of the seniors housing and healthcare finance sector. He was determined to focus his skillset and target a specialty.

Subsequent to his various roles within GE Capital, Brady went on to serve as Director of Seniors Housing and Healthcare at RED Capital Group. Within the first 10 months, he was successful in implementing a strategic sales campaign which built more than \$150 million in new lending opportunities for the organization. During his tenure, Brady cultivated real estate lending relationships in the Western U.S., providing construction, bridge and permanent financing.



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Joining HJ Sims from Hunt Real Estate Capital,

Brady was focused on real estate debt originations for seniors housing and healthcare properties. As an inaugural member to the seniors housing team at Hunt, Brady helped to establish the real estate lending platform from the ground up, including establishing a proprietary bridge loan program and the expansion of the firm's Agency and HUD financing capabilities. Brady was successful in closing the firm's first-ever Fannie Mae seniors housing loan, followed by the first-ever seniors housing Freddie Mac loan.

Attracted to HJ Sims because of his respect for the firm's solid reputation, collaborative culture and multi-faceted approach to real estate investments, including private equity, mezzanine debt, permanent and tax-exempt bond financing, Brady welcomes the challenge of helping to expand HJ Sims' presence on the West Coast.

Brady earned an MBA from Thunderbird School of Global Management and two Bachelor's degrees – in Economics and Spanish – from the University of Utah. He was born and raised in Salt Lake City, Utah and grew up spending as much time as possible outdoors. Brady now makes San Clemente, California his home and attempts to split time between the mountains (his first love) and the Pacific Coast. Brady is married with two daughters and appreciates adventure, enjoying skiing, mountain biking, surfing and spending time with family.