I spent 10 weeks this summer working for BMC Capital in Dallas, Texas. BMC is a loan origination company specializing in multi-family, triple net, and commercial real estate loans. They have found a niche providing loans from $500,000 to $15 million, relatively small deals that many firms choose to ignore. BMC works as a third party to connect borrowers and lenders in an effort to help broker a deal.

Before they are able to connect the two parties BMC underwrites the property and creates a loan package to send out to the lenders. The majority of my time this summer was spent helping the loan officers with this process. In commercial real estate, underwriting is used to see whether or not a property will be profitable in the future. In order to determine this, the borrower sends their historical financial data to BMC who then puts that information into a model which projects the future net operating income and debt service ratio. Assuming the property underwrites well, the next step is to create an executive summary. An executive summary is a compilation of borrower information, property financial information, loan details, and a market analysis. After all of this due diligence is done the deal is packaged and sent to borrowers who hopefully will agree to the terms of the loan given all of the information. Over the course of the summer I packaged, underwrote, and or wrote an executive summary for almost 40 deals. I enjoyed helping out the loan officers and thought that those particular tasks were interesting.

In addition to aiding the loan officers in the deal process I also spent a lot of time contacting lenders to ensure that the company had up to date information on the types of
loans that they were currently working on. When I began the process of contacting over 200 lenders nationwide I thought it was merely busy work, however, as I began getting into the project I realized that it was also a great learning experience. The information I was gathering was a useful tool for the loan officers who were using the updates to decide which lenders to send deals to. Likewise, the project taught me how to deal with clients over the phone. My bosses frequently stressed the importance of having strong relationships with clients, so being able to talk to so many industry professionals taught me how to act in a real business environment.

My experience at BMC confirmed my interest in the real estate industry as a potential career path. It also opened my eyes about just how many different things “the real estate industry” encompasses. I was unaware that third party companies such as BMC even existed before this summer so being able to work for one and learn about what they do on a daily basis was a rewarding experience. While I learned a great deal about the real estate industry I undoubtedly was taught the most, as noted above, about working with clients and dealing with people. My bosses allowed me to sit in on meetings and go out with a client at night as well as just giving me tips about how to deal with people. They harped on the importance of building relationships with people because that is what they believe helps set BMC apart from similar companies.

I thoroughly enjoyed my time at BMC and felt that I learned a lot about both the real estate industry and how to conduct myself in a real world setting.