



NAIM BROWN

Consultant

Cornell University, New York University

Naim is Urbane's residential and commercial real estate advisor and development expert. He brings over 15 years of experience structuring and closing complex tax credit equity and bond transactions, as well as other agency-backed subsidy financing, for a variety of property types – more than 640 units of affordable housing valued at approximately \$84M.

Naim also specializes in working with not-for-profit organizations and smaller-sized real estate clients to support their understanding of complex affordable housing transactions and refine the strategy and analysis methods they need to employ for potential projects. Recently, he has also extended his advisory work to public housing authorities to assist them with a comprehensive development strategy and analysis to reposition public housing units in their portfolio through programs such as HUD's Rental Assistance Demonstration program (RAD).

Prior to Urbane, Naim served as Vice President of Carthage Advisors, a leading developer of workforce and supportive housing in the New York Metro Area. At Carthage, he oversaw the timely closing of its project pipeline through the due diligence, financial application, underwriting, and closing processes. Through his tenure at Carthage and individual consulting work, Naim has amassed considerable experience working with housing agencies like HUD, New York agencies such as HPD and HFA, New Jersey agencies like NJHMFA, DCA and NJEDA.

Naim began his career as an Assistant Mortgage Officer for the Community Preservation Corporation (CPC) to better understand the lending and underwriting process of affordable housing. At CPC, he analyzed and closed 23 multifamily projects with a total loan amount of \$70 million per fiscal year. Naim was promoted several times during his tenure with Carver Bank as an assist vice President (AVP) in the Commercial Lending Department, as well as the Portfolio Manager for Carver's \$180 Million Commercial Construction Portfolio.

Naim holds a Bachelor of Science in Urban and Regional Studies from Cornell University and a Master's of Science in Real Estate with a concentration in Finance from New York University. He also is a recent graduate of the HPD sponsored MWBE & Nonprofit Capacity Building Course, a workshop series aimed and refining the training and skill set of potential MWBE and nonprofit developers in the New York City area.