

2023 Ones to Watch Rising Stars: Derek Kirma, Arbor Realty Trust



Derek Kirma

Name:
Derek Kirma

Title:
Vice President, Sales

Company:
Arbor Realty Trust

Number of years at firm: 3

One thing on my bucket list:
Owning a home in Hawaii

When I am not working, I am:
Running, watching football, or playing with my son.

What recent project, transaction or accomplishment are you most proud of?

Recently, I worked together with the owner of an apartment complex in California on a refinance cash-out with Green Financing. By developing a thorough understanding of his needs and goals, I helped this environmentally conscious borrower take advantage of interest rate savings available in Fannie Mae's Green Financing program. Our team was then able to add additional cost savings into the deal by closely monitoring changes in the market to lock in the best rate possible in a rising interest rate climate.

What makes this nominee a RISING STAR?

"Since joining Arbor at the end of 2019 Derek has distinguished himself as a true professional and a great asset to the Arbor family. He has demonstrated the unique ability to cultivate new relationships while growing his long-term client base, enabling him to fund over 50 loans, totaling \$300 million." - **Ken Fazio, Managing Director, Sales Management at Arbor Realty Trust**