

Michael Cohen



Michael Cohen
Managing Partner
Brighton Capital Advisors

Michael Cohen founded Brighton Capital Advisors to assist Borrowers through the complexities of CMBS, Bank and Life Company commercial mortgage servicing. Mr. Cohen has over 25 years of experience and leadership in commercial real estate lending, property investments, debt sourcing, advisory/workout/restructuring, and equity sourcing from the private sector.

Mr. Cohen's has participated in multiple real estate cycles which provides him with an in-depth understanding operational issues perspective from both debt and equity empowering him the knowledge to successfully structure complex transactions involving direct Borrower, lending, and broker relationships. His longstanding relationships with lenders, servicers, attorneys and other market specialists gains the access to efficiently obtain beneficial outcomes for his clients.

Mr. Cohen's success in commercial real estate stems from an in-depth understanding of local markets, persistence, strong teams and partners, analytical and customer-centric problem-solving, and ability to define and execute a strategy – all of those core strengths make a difference.

Michael Cohen has an undergraduate BS and MBA from Boston University.

Mr. Cohen is a pioneer in the CMBS Industry and has experiences spanning all facets of CMBS underwriting, loan closing, rating and securitizing, and originations. Prior to launching BCA, Michael Cohen held Senior Executive Commercial Real Estate roles with proven success for top tier investment banks in the Mid-Atlantic and Southeastern region including: Citigroup, UBS, Deutsche Bank, WMFG, First Union and Column Financial (DLJ). Over the course of his career, Mr. Cohen has been responsible for financing and securitizing in excess of \$10 billion in all major real estate asset classes.