



Bio

Robert Magnan First Vice President - Regional Manager, Emigrant Mortgage Company

Just two years after Graduating from Iona College in 1989 with a BBA degree, Robert Magnan joined Emigrant Bank. Robert is a twenty-five year veteran of Emigrant Bank's Residential and Commercial mortgage lending division. Most of his tenure has been spent among the ranks of the Company's top originators. As First Vice President and Regional Sales Manager, he oversees Emigrant's Mortgage Sales Managers covering territories from New York City, including lending area's north of Manhattan and Florida's West Coast and South East counties.

Robert takes great pride working with executive management to forge new programs and innovative approaches to resolve ever changing financing demands. Having the ability to draw both residential and commercial business from retail and wholesale channels is quite a challenge but offers an exciting work dynamic. The key to Emigrant's success can be attributed to the creative solutions that the company applies to various financing scenarios that face homeowners, investors and commercial clients. On the Residential side, Emigrant's niche is primarily on Jumbo transactions with guidelines in place for loans up to \$10m. Our products offer features such as blanket liens on various property types, foreign national guidelines, pledges, investment Co-ops, Non-Warrantable (Condo/Co-op) projects and flexible underwriting with compensating factors.

Emigrant utilizes the same creative solutions on the commercial side of the business. Robert's vast knowledge of Real Estate affords his team the ability to identify the intrinsic value of certain commercial real estate. This enables Emigrant to deliver favorable (to the borrower) yet sound (to the Bank) financing offers by applying the appropriate valuation method. As a portfolio lender, Emigrant is able to entertain and close deals that other Lenders cannot.