



HARTADVISORS

**WE GET COMPLICATED
DEALS DONE**

OVER \$5 BILLION IN LOAN TRANSACTIONS



TANYA HART LITTLE

CEO

AREAS OF EXPERTISE

- Leading authority on commercial real estate, specifically strategic asset management and loan restructuring
- Expert in CMBS and commercial loan products
- Gallup-Certified Strengths coach and mentor
- Talents: Strategic, Communication, Activator, Futuristic, Belief

NOTABLE CAREER HIGHLIGHTS

- Launched Hart Advisors in 2009 completing over \$5 Billion in CRE loan restructures, assumptions and recapitalizations.
- Co-launched and served as Chief Operating Officer for the Royal Bank of Canada's CMBS capital markets platform completing over \$2.3 Billion in loans it's first year. Responsible for overseeing the asset management of a \$1 Billion interim loan portfolio.
- Led multiple positions in GE's leadership team during a 13 year tenure including Managing Director over marketing of a \$7 Billion per-year lending platform and asset management of a \$425MM national portfolio for the GE Pension Fund.
- Led a team who executed over \$2 Billion in commercial loan restructures in connection with the 80's downturn while working through the Resolution Trust Corporation.

EXECUTIVE SUMMARY

Tanya Hart Little is the founder and CEO of Hart Advisors Group, L.L.C., a real estate advisory company based in Dallas, Texas. Since Hart's inception in 2009, Ms. Little and her team have completed more than \$5 billion of commercial loan restructures, assumptions and recapitalizations.

Ms. Little is also founder and CEO of Hart Capital Partners, a loan advisory firm that specializes in arranging equity and debt for commercial real estate transactions on behalf of developers, investors and owners. Ms. Little leads a team of capital markets experts who have extensive experience with CMBS, structured finance, bridge, mezzanine and all forms capital. Ms. Little is also the CEO of Hart Commercial, which provides commercial brokerage services in Texas and Florida, serving Hart Advisors Group and Hart Capital Partners clients. All three companies are collectively known in the market as Hart Advisors.

Drawing on over two decades of experience in real estate finance, Ms. Little has built Hart Advisors on a proven business platform, leveraging lean process management, marketing and a strong, experienced team. Since 2009, Ms. Little has successfully grown her operations to a national presence and has offices in Dallas and Miami.

Prior to launching Hart Advisors, Ms. Little served as Chief Operating Officer of the Royal Bank of Canada ("RBC") Capital Markets' Real Estate Mortgage Capital business, which provided CMBS financing for commercial real estate borrowers across the United States. While at RBC, Ms. Little was responsible for developing and overseeing all business operations, including the business infrastructure and strategic plan, for a new lending business unit which produced more than \$2.3 billion in loans within its first year of operation. Ms. Little also led the asset management and servicing for a \$1 billion interim loan portfolio.

Before joining RBC, Ms. Little was a Managing Director for the North America Lending division of GE Real Estate. In this role,

BOARD POSITIONS AND ACCOMPLISHMENTS

- 2018 Dallas Power 50 Award
- 2017 Co-Chair, 4Word Gala
- Dallas Chapter Co-Founder, Board Member and Mentor, 4Word
- 2017 Gatehouse Hand-Up Luncheon Chair
- Mentor, Gatehouse Young Professionals Organization
- 2015 Enterprising Woman of the Year Award
- 2015 Real Estate Council (TREC) Giving Gala Chair
- 2008-2010, 2013-2015, 2019 Board and Executive Committee Member, TREC
- 2014-2016 Board of Directors, Foundation of the Young Women's Leadership Academy of Ft. Worth
- 2012 Dallas Business Journal's Women in Business Award
- 2011 Individual Career Advancement for Women Award, CREW
- 2008 Real Estate Forum Magazine's Woman of Influence Award
- Mentor: TREC Young Guns, 4Word, CREW, Ladies in CRE

EDUCATION AND PROFESSIONAL DEVELOPMENT

- Gallup-Certified Strengths Coach
- Six Sigma Black Belt
- GE Management Development Institute for Leadership
- Real Estate Broker: Texas and Florida
- Bachelor's Degree in Business and Marketing

CONTACT

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<https://www.linkedin.com/in/tanyalittle/>

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Twitter

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she developed and directed the marketing strategy for a \$7 billion per-year national lending platform that offered both fixed- and floating-rate financing products. While at GE, Ms. Little also led process improvement initiatives as a Six Sigma Black Belt and worked as senior asset manager for GE's pension fund, a \$425 million national portfolio.

Ms. Little has also served as a Vice President at American Federal Bank, a southwest plan institution, where she performed loan and portfolio restructuring and coordinated with the Resolution Trust Corporation on more than \$2 billion in real estate related transactions. Ms. Little is a leading commercial real estate authority known for her groundbreaking work in strategic asset management.

Ms. Little has received numerous awards for her achievements as a leader in the community, including the Dallas Power 50 award honoring women who advance progressive and diverse initiatives that close the gender gap in the C-Suite, the Enterprising Women of the Year award recognizing top women entrepreneurs, Dallas Business Journal's Women in Business Award, Individual Career Advancement for Women recognition from Commercial Real Estate Women (CREW), and Real Estate Forum Magazine's Woman of Influence Award.

Ms. Little has served on boards and chaired events for both charitable and professional organizations. She is a founding board member and ongoing mentor for 4Word, a Christian organization serving women in the workplace. In 2017, Tanya and her daughter Taylor were the Co-Chairs of the second annual 4Word Gala. She also served as the 2017 Gatehouse Hand-Up luncheon chair whose mission is to provide a "hand-up" to women and children impacted by domestic violence and was a mentor for the Gatehouse Young Professionals organization. In 2015, she was the Giving Gala Chair for the Real Estate Council in Dallas where she also served three term board positions in 2008-2010, 2013-2015 and 2019. Ms. Little was on the 2014-2016 Board of Directors of the Foundation for the Young Women's Leadership Academy of Fort Worth and is a past Board Member of the Commercial Real Estate Women (CREW).



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