

# Jared Lyman

CRE Specialist

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## CRE EXPERIENCE

- 8 years as a CRE loan officer
- 15+ years underwriting CRE
- 3 years approving/administering CRE construction draws

## UNDERWRITING

### Collateral Types:

- Multifamily
- Retail
- Office
- Light Industrial
- Mini Storage
- Condos
- Hospitality
- Assisted Living
- Vacant Land

### Loan Types:

- Construction
- Perm
- Mini Perm
- Bridge
- Lines of Credit

### Loan Amounts

- \$1MM to \$120MM
- Average \$5MM - \$15MM
- \$100MM per year (Average)

## EDUCATION

- Bachelor of Arts - Russian
- Brigham Young University
- 1995 - 1999

## ACCOMPLISHMENTS

- 25 years on the lending side of CRE has given me the skills to quickly identify the strengths and weaknesses to loan requests. I'm able to structure loan requests to meet the borrower's needs while adhering to the bank's credit policy.
- First point of contact for loan requests from brokers. Make an initial assessment and maintain relationships even when turning down requests.
- Eliminated recurring monthly maturing loans (30+ days) by designing, executing and managing a new work flow.
- Created an 8-month CRE training course for college graduates. Interviewed and hired 8 students and then brought them through the course.

## WORK EXPERIENCE

### Commercial RE Loan Officer 2021-current

WSECU / Spokane, WA

- Review loan requests from brokers and direct borrowers to determine if the request is something WSECU would approve.
- Provide timely responses to brokers and ensure relationships are maintained when turning down loan requests.
- Present "pre-flights" to credit, negotiate loan terms with credit and borrower, ensure approval and closing completed within a timely manner.

### CRE Relationship Manager (VP) 2018-2021

U.S. Bank / Spokane, WA

- Negotiate loan structure to meet clients' needs and credit's requests
- Maintain existing portfolio by monitoring overdrafts, maturities and ticklers

### Senior Underwriter (AVP) 2013-2018

Home Street Bank / Seattle, WA

- Analysed initial CRE loan requests from clients via the loan officer. Determined if loan request should proceed and if so at what loan amount and under what loan structure.
- Negotiated loan terms (loan amount, collateral conditions, financial covenants and other items) to mitigate the bank's risk while still meeting the client's needs.
- Analysed complex data from various sources and presented it to loan committee in a written format and defended it verbally.

### Portfolio Manager 2013

Washington Federal / Seattle, WA

- Managed a portfolio of commercial real estate loans totalling \$788MM.
- The CRE portfolio was managed by myself with three assistant portfolio managers, each reporting directly to me. Responsibilities included:
  1. Maturing Loans - Analysed financials, negotiated terms, and obtained approval prior to maturity.
  2. Modification Requests - Analysed and obtained approval for loan modifications.
  3. Annual Reviews - Analysed I&E statements and coordinated property inspections.
- Conducted on-site property inspections to assess the physical condition and market location of collateral.
- Created and taught a formal eight-month training course to four new credit analysts every six months. Each individual was interviewed and hired by me.
- Mentored credit analysts as needed, reviewed and approved junior credit analysts' work.

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## WORK EXPERIENCE CONTINUED

### Senior Credit Analyst 2006-2013

Washington Federal / Seattle, WA

- Acted as CRE loan officer for four clients with loans totalling ~\$50MM.
- Prepared written loan requests for loan officers and credit committee. Requests were written to succinctly and accurately convey underwriting assumptions on both the collateral and guarantors' financial strengths and weaknesses, exceptions to policy, appraisal summary, and loan structure.
- Underwrote construction loans including construction budgets, contracts, interest reserve analysis, contingency, cost and constructibility reports, and plans and specs.
- Reviewed third party reports including narrative appraisals, construction budgets, environmental reports and title.
- Approved construction draws for condos, office, apartments and single-family homes.

### Credit Analyst 2003-2006

The Commerce Bank / Seattle, WA

- Underwrote CRE construction loans (\$2MM - \$35MM)
- Determined a project's feasibility by researching various aspects including: cash flow, DCR, construction budget and guarantors' financial strength.
- Prepared loan packages for senior loan committee which succinctly and accurately describe the loan request, including: NOI, DCR, cap rates, sensitivity analysis, site description, market analysis and appraisal recap.
- Made recommendations to the loan officer as to the project's strengths and weaknesses, presented solutions to mitigate any possible weaknesses when possible.

### Client Services Officer 1999-2003

Key Bank / Seattle, WA

- Approved construction draws for a \$750MM CRE portfolio (average loan size was \$13MM) for property types including: apartments, condominiums, retail, office, light industrial, and self-storage.
- Monitored and approved draws for a \$120MM construction loan syndicated with four other banks.
- Balanced the AIA and change orders against the bank's budget. Notified loan officers when costs overruns exceeded contingency guidelines or other capital calls were needed.
- Reviewed third party reports including: monthly inspection reports, updates to the title policy, lien waivers, and various legal documents.

## EXTRACURRICULAR

### Paragliding

- Solo pilot, tandem pilot, instructor
- Northwest Paragliding Club - President (2x), treasurer, secretary, director at large, web master

### Other

- Volunteer - Children's Home Society, Second Harvest
- Web Design - Designed and coded over 20 websites
- Photography - Weddings, families and senior photos
- Motorcycle - 2020 Harley Davidson Fat Bob
- Ultralight Backpacking - Base weight of 9.8 lbs