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Associate

HFF

Co-Chair Boardroom After Hours

How did you find your way into the industry?

It was the closest thing I could find to competitive sports. I choose to work in Capital Markets because of the important role it plays in helping companies grow their businesses through financial innovation. Additionally, I had positive influences from family & friends.

What advice would you give to an emerging young leader just starting their professional career?

Find as many ways as you can to get involved in the real estate community and ask lots of questions. There are a lot of successful people in this industry that are willing to help you grow and learn. Repetition is the key to mastery so be patient and work hard. Most importantly do something you are passionate about because it takes extraordinary effort and discipline to be the best.

What traits do you think define a successful leader?

Help others maximize their talents.

What is your current job and what types of projects are you working on now?

Capital markets intermediary. Interfacing with capital sources (debt & equity groups), reviewing/underwriting deals, and advising owners/developers of commercial and multifamily real estate on the most favorable financing/equity raise or sale of their property. Currently working on a refinance of a seven property multifamily portfolio with a cash-out of over \$30MM to the Sponsor, two construction loans (lead agent with a syndication post close & a full underwrite), joint venture equity raise for a class A ground-up multifamily development, and multiple other capital solutions (supplementals, agency green program, etc.) for our clients.

What do you find most challenging about your profession on a day-to-day basis?

HFF tracks more than \$70 billion of transactional volume and is continuously pricing the market, as well as the investment objectives of the most active and largest capital providers in the world. With this much data it can feel like “drinking from a fire hydrant”. The challenge can be organizing this data in a way that is easily digestible and most relevant to clients.

What are you looking for in terms of career development - OR In what areas would you like to professionally develop further?

I would like to continue my involvement in programs like ULI and find ways to give back like so many others before me. I would like to continue to build strong business relationships that develop into strong personal relationships that will last a lifetime.

Describe a situation that was a great learning experience.

The last three years at HFF have been a great learning experience. Due to the volume of business we do (\$1 billion+ in transactions every year), I have learned you must be proactive versus reactive in all facets. If you don't, you will always feel like you are running in place or trying to keep your head above water.

How do you deal with stress at work?

We have a pullup chin bar in the office. The more stress, the more pullups.