

Greysteel

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GREYSTEEL WELCOMES DREW McWILLIAMS AS DIRECTOR IN THE FIRMS'S NATIONAL AFFORDABLE HOUSING PRACTICE

McWilliams to lead the practice in New York and across select regional markets

New York, NY — April 6, 2026 — Greysteel, a leading national commercial real estate investment services firm, is pleased to announce it has hired Drew McWilliams as Director with the firm's National Affordable Housing practice. McWilliams will lead affordable housing advisory and transaction efforts across New York and select regional markets, providing investment sales, debt & structured finance advisory, and preservation/syndication counsel to owners, developers and institutional investors.

"Drew's extensive market knowledge and proven client focus make him an outstanding addition to our affordable housing practice," said Lacey Willard, Executive Vice President of Greysteel. "He will help expand our capabilities in New York and across markets where public policy, tax-credit structures and preservation opportunities call for deep, specialized advisory experience."

McWilliams recently served as associate director at Ariel Property Advisors. He brings a sophisticated understanding of partnership structures and re-syndication working with some of New York's largest affordable housing owners. McWilliams is involved with the Real Estate Executive Council (REEC) and New York Real Estate Chamber (NYREC), which represent the largest institutional African American commercial real estate professional organizations nationally and state-side. He has a deep passion for community development and deal experience ranging from Section 8 and HAP contract properties, HPD regulatory and mixed-income regulatory agreements, to LIHTC properties.

Willard continued by saying "McWilliams's addition to Greysteel strengthens the firm's affordable housing practice and expands an already established national footprint with a track record of advising on properties that have tax credits, use restrictions, vouchers and other subsidy programs."

About Greysteel

Greysteel is a national commercial real estate and capital markets advisory firm specializing in investment sales and debt & structured finance. The firm advises private and institutional owners and investors across multifamily, affordable housing, industrial, retail, land and other property types, delivering market-specific execution supported by proprietary data and national coverage.

For more, visit www.greysteel.com.

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