



## Christophe P. Terlizzi

### Senior Advisor

Christophe P. Terlizzi is a Senior Advisor of Econsult Solutions. He has extensive experience in real estate financing in the northeastern United States real estate markets with fifteen years in executive leadership roles. His expertise includes sales management, financial planning, credit process, portfolio management, loan servicing and compliance. He has a proven track record as a business builder, innovator and senior leader.

### Experience

In 2008, Mr. Terlizzi founded Laurier Capital Advisors, LLC, a Bryn Mawr, PA, based commercial real estate capital advisor to institutions and individuals. He created a Community Bank based lending syndicate to fill a void in the permanent loan market, and he sourced, underwrote, and closed \$40MM in new loans for an REIT sponsor and a Pension Fund Advisor. Mr. Terlizzi served as financing advisor to a local developer of a \$25MM medical office building, providing key negotiating assistance in finalizing construction and permanent loan terms. During his time with Laurier, he has also advised a local private college on Institutional Development District zoning, advised multiple bank lenders and private individuals on troubled asset dispositions, and provided expert witness testimony for a major law firm engaged in a condemnation award appeal.

Prior to founding Laurier Capital, Mr. Terlizzi was an Executive Vice President/Chief Operating Officer of Commercial Real Estate Finance at Citizens Bank in Philadelphia, PA. At Citizens Bank, he developed a business line strategy for a newly created \$11 Billion vertical business line and he redesigned the organizational hierarchy by implementing centralized loan closing and servicing utility to minimize operation risk. Mr. Terlizzi also established new base line portfolio quality metrics and designed and implemented Basel II compliant infrastructure and reporting resources to reduce risk and capital weight requirements.

Mr. Terlizzi was an Executive Vice President/Hub Manager at Fleet Bank, N.A., in Philadelphia, PA. Prior to joining Citizens Bank. During his time with Fleet Bank, he managed a commercial real estate finance hub covering Central New Jersey, Pennsylvania, Delaware, Maryland, Washington, D.C., and Northern Virginia where he was responsible for a \$1.6 billion loan book and annual pre-tax contributions of \$40 million.

### Areas of Expertise

Real Estate Financing

Sales Management

Financial Planning

Portfolio Management

### Education

BS in Business Administration,  
Saint Joseph's University

### Contact

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