

CO's Top 25 Debt Brokers and Lenders Under 35

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Kevin Miller, 34

CEO, Principal and Founder at Thorofare Capital

“Being the youngest person in the room is an advantage. Work hard, and you’ll find yourself becoming luckier and luckier,” advised Kevin Miller, who founded Thorofare Capital in September 2010 at the age of 28. In the past 12 months alone, Miller originated \$348 million in debt, including a \$38.5 million loan for Seattle Design Center and a \$26 million loan to refinance the Abbott Kinney & Melrose Place retail portfolio in Los Angeles.

Miller grew up in Pasadena, Calif., and had the entrepreneurial bug as a youngster, as well as a fascination with commercial real estate—perhaps partly due to his father being in the industry. “Taking tours of towers and projects that my father was involved in sold me on being in real estate at a very young age, and it has worked out great,” Miller said.

It certainly has. Today Miller runs “one of the fastest-growing real estate private equity companies on the West Coast—and we built it from scratch,” he said. “I’m not going to pretend it’s easy or that there aren’t difficult days, but I always have a smile on my face on my way into work knowing that I get to work side-by-side with a phenomenal team that are all pulling oars in the same direction.”

In the future, Miller sees himself continuing to grow the products Thorofare offers by raising additional private equity real estate funds to take advantage of market opportunities and shifts that may not be so apparent to others in the industry. “The bottom line is that we are focused on making sure the foundation we operate upon is as solid as bedrock. It’s a better way to build something that will last,” he said.—
C.C.

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