

Biography for Richard Campbell

Richard Campbell began his Real Estate career at GreenPoint Mortgage.

During his tenure at GreenPoint, Mr. Campbell held many key positions, including, property appraiser, commercial real estate underwriter and commercial lending manager. After switching gears to sales, he became a top producer receiving numerous awards, including the coveted title of # 1 nationwide in production.

In 2005 Richard joined Emigrant Funding Corporation (EFC) as a Regional Production Manager. As a wholly owned subsidiary of Emigrant Bank, EFC provides small balance commercial financing for most types of commercial real estate including: multi-family (rentals or underlying co-ops), mixed-use (retail/office/residential), owner-occupied income properties (residential or commercial), commercial co-op or condo units, and office buildings.

Richard currently holds the position of First Vice President and National Production Manager for EFC where he manages the day to day operations of the production staff and previews all lending scenarios, making preliminary loan recommendations.

Richard also manages a regional production staff which originates 1 to 4 family, condo, and co-op residential loans. Responsibilities include coaching, mentoring and motivating the sales team. Additional responsibilities include recruiting, developing sales strategies, goals and plans, reviewing sales and marketing information both historical and current and evaluating competitors. Richard has over 30 years of mortgage experience with the unique combination of expertise in appraisals, underwriting, sales and management.