

Meet The Realogic Team



CHRIS SCHMUKER

Manager, Loan Abstraction

Years CRE Experience: 25+

Detail-oriented. Experienced. Intelligent. These are a few words that others would use to describe Chris Schmuker, and qualities that have helped her become an industry leader in complex legal document abstraction. As Manager, Loan Abstraction, not only does Chris have a wealth of experience in lease abstraction, but she is also an expert in specialty document abstraction, such as loans, joint venture agreements and non-standard legal agreements. Chris brings deep industry knowledge and experience to our team with her strong background in CRE and accounting.

Q&A with Chris

1. Where did you grow up?

I grew up in Albany Park, on Chicago's northwest side and moved outside the city, to Barrington, around the 4th grade. I now live in the far west suburbs.

2. Where did you work before Realogic?

I was a Vice President at Travelers Realty and Investment Company and focused on the proactive management of commercial mortgage and real estate equity assets. My specialty was modification and documentation of commercial mortgage loans and management of office and hotel properties. My responsibilities also included reviewing and presenting operating and capital budgets for senior management approval.

3. What first attracted you to the CRE industry?

My dad was a commercial real estate builder, so I spent my childhood visiting construction sites. This led to a natural interest in real estate and development. After a few years in public accounting, I earned my MBA from the Kellogg School of Management at Northwestern University with a concentration in real estate and finance, and then branched off into CRE.

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4. What sets Realogic consultants apart from other CRE consultants?

The stability and experience of our team. Our team members at Realogic have diverse backgrounds, a wide range of expertise, and many combined years of solid CRE experience. Our work environment is also very collaborative so we can provide the combined experience of the department for each project. Also, our loan abstraction is customizable depending on the intended use of the abstract. We can capture any attribute, including key terms, prepayment, loan covenant compliance, financial reporting requirements and cash trap triggers, to name a few. Clients can receive weekly critical date emails for upcoming actionable items. As each client is unique, we take the time to understand our client's needs, so our loan abstracts are tailored to meet their specific objectives.

5. What are your responsibilities at Realogic?

When I started at Realogic, I worked primarily on lease abstraction for due diligence projects. Reacting to the needs of the market and our clients, my focus has shifted to developing our loan abstraction capabilities. Now, my team and I primarily handle loan abstraction, complex lease abstraction and joint venture abstraction. Personally, I also help the analysis and due diligence teams on a case-by-case basis.

6. Look into your crystal ball: how will the CRE industry be different 10 years from now?

As the retail industry continues to shift towards e-commerce, there will be additional changes in the way we draft documents in order to capture new technology. For instance, the emergence of cashier-less stores has added new responsibilities for both tenants and landlords that we are now capturing in our abstracts. These clauses did not exist even two years ago.

7. What do you like to do outside of work?

Given that we moved further west than most of my family and friends, I make a concerted effort to stay connected. My large extended family gets together frequently for game night, and we host a biennial Oktoberfest, complete with Oompah band and hay rides. My friends and I meet monthly to try something new. Last month we tried an escape room—we didn't get out, but we had fun trying!

8. What is your favorite vacation spot and why?

Budapest, due to its vibrant culture and rich history. Given that Budapest is still slightly off the beaten path, it is relatively affordable and uncrowded. The people are welcoming and gracious. A close second is Oktoberfest in Munich, especially the old Oktoberfest tent, which is more traditional and family oriented. Prost!
