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CITY NATIONAL BANK PAVES THE WAY FOR RESIDENTIAL LENDING EXPANSION IN FLORIDA BY HIRING 16 BANKERS

Florida's Big Bank Alternative adds new, experienced bankers to its Residential Lending Team

MIAMI, FL – (January 1, 2022) – As Florida's residential real estate market continues to benefit from the influx of new residents, City National Bank of Florida (CNB) is expanding its residential lending services across the state. Florida's second-largest bank is investing in the tools and talent required to continue fueling the state's housing market by adding 16 experienced bankers to its residential lending team and plans to add an additional 25 bankers in early 2022.

"The residential real estate market is booming across the state of Florida, and we're proud to continue fueling the sectors driving our state's economy," City National Bank Vice Chairman and CEO Jorge Gonzalez said. "We are strengthening our team with 16 highly experienced bankers who will continue offering our clients the products and services they need, with the relationship-based client experience they have come to expect from City National Bank."

The demand for home purchases hit a fever pitch as approximately 1,000 new residents move to Florida every day as part of the wealth migration trend. The strong demand has led costs to rise for single-family homes year-over-year by 12.1%, while condo and townhouse properties increased 4.6%. In 2021, CNB closed \$1.18 billion in mortgages, more than double what it did in the entirety of 2020. CNB is well poised to continue meeting the demands of this growing population in key cities such as Tampa, Miami, and Orlando where CNB already has a strong presence.

"CNB has been helping Floridians make their homeownership dreams come true for more than 75 years," CNB Florida Director of Residential Sales Ryan Huckstep said. "Our new team is comprised of banking veterans who offer clients invaluable knowledge and profound understanding of the market and the community they operate in. It's more than providing a mortgage for a house, condo, or custom dream home, it's about building a relationship with our clients that withstands time."

The bank's residential lending team expansion is in line with its commitment to strengthen its presence in Central Florida and bring a unique brand of personalized banking to new markets throughout the state, including Jacksonville and Southwest Florida. In 2020, CNB expanded its Central Florida headquarters and added its logo atop the landmark Downtown Orlando building located at 390 North Orange Avenue.

The new residential lending team members include:

Miami

- **Jorge Llaguno** – SVP, Mortgage Market Manager
- **Frank Silva** – VP, Mortgage Banker
- **Sandra Priscal** – AVP, Mortgage Banker

- **Hansel Salgado** – AVP, Mortgage Banker
- **Gonzalo Chaves** – AVP, Mortgage Banker

Broward

- **Kevin Cassell** – VP, Mortgage Market Leader

Palm Beach / Treasure Coast

- **Reina Ramos** – SVP, Mortgage Market Leader

Southwest Florida

- **Fran Bliss** – VP, Mortgage Market Leader
- **Dave Harvey** – VP, Mortgage Banker

Central Florida

- **Lisa Wills** – VP, Mortgage Market Leader
- **Yvonne Pujols** – AVP, Mortgage Banker
- **Ana Owens** – AVP, Mortgage Banker

Tampa

- **Terry Strandberg** – VP, Mortgage Market Leader

Northeast Florida

- **Lisa Lobo** – VP, Mortgage Market Leader
- **Sharon Peacock** – AVP, Mortgage Banker
- **Debbie Dougheny** – AVP, Mortgage Banker

About City National Bank of Florida

Headquartered in Miami, City National Bank (CNB) is the financial institution to which Floridians have turned for more than 75 years. With more than \$21 billion in assets, CNB is one of the largest financial institutions based in the state. City National Bank is a subsidiary of Chilean bank, Banco de Credito e Inversiones (Bci), and remains a South Florida-based community bank with local decision-making. City National Bank is rated 5 stars "Superior" by BauerFinancial. CNB was voted Best Community Bank, Best Business Bank, Best Bank for Commercial Real Estate, Best Bank for Jumbo Loans, Best Private Bank and Best Foreign National Mortgage Lender by the readers of the Daily Business Review. CNB was also named Business of The Year 2019 by the South Florida Business Journal. CNB offers a diversified portfolio of financial products and services from Miami-Dade County to Central Florida.