

Credit Leadership Team

Jay Petkunas is a Managing Partner, heads the executive committee, and is a member of the Investment Committee at The Wolff Company. Prior to joining Wolff in 2006, Jay was an operations executive at Akamai Technologies, a NASDAQ 100 company. Before joining Akamai, he was a management consultant with PricewaterhouseCoopers and Arthur Andersen. Jay holds a bachelor of business administration degree from the University of Massachusetts, Amherst and graduated summa cum laude. He currently chairs the Investment Committee of the Arizona State Retirement System Board and serves as a member on the boards of Avenue 5 Residential, Entryway Arizona and Make-A-Wish Arizona. He previously served on Scottsdale's Planning Commission and Economic Development Task Force.

Jesse Wolff is a Managing Partner, heads the firm's Investment Committee, and is a member of the executive committee at The Wolff Company. He oversees the implementation of the company's investment strategy and acts as the chief underwriter for all for-rent residential investment activity. Jesse is responsible for market selection, transactional risk management and asset management for the company's for-rent residential portfolio. He joined Wolff in 1999 and has more than two decades of specialized for-rent residential investment and asset management experience. Jesse attended Eastern Washington University.

Craig Blanchard is a Managing Partner, heads the firm's Investment Management function and oversees all joint venture and credit investment activity. He joined The Wolff Company in 2022 after partnering with Wolff for more than ten years. Prior to formally joining Wolff, he was a Managing Director at Makena Capital Management where he was responsible for Makena's real assets portfolio. Before Makena, Craig was a Managing Director at the Stanford Management Company where he oversaw the real estate portfolio. Craig was also a Principal and Head of Special Situations at the Townsend Group. In addition, Craig was a founding board member of KKR Real Estate Finance Trust (NYSE: KREF). He holds a BA from the University of California, Santa Barbara, and an MBA from Stanford University.

Bill Trefethen is a Credit Investment Committee Member at The Wolff Company. Bill has more than 25 years of capital markets and corporate finance experience. He founded American Commercial Capital, LLC ("ACC"), a national leveraged commercial lending platform which was sold to Wells Fargo in 2001. After his tenure with Wells Fargo, he provided investment banking and investment management services to a variety of private and public clients, including managing a credit joint venture with Fortress Investment Management. Prior to founding ACC, he was a Managing Director with Koll Investment Management and a Director at PriceWaterhouseCoopers. Bill is a graduate of Arizona State University.

Charles Laing is the Executive Vice President of Structured Investments at The Wolff Company. He has been with Wolff for nine years and has more than 20 years of principal investment experience. Prior to joining Wolff, he was a Director at Trefethen Capital Partners, a private investment firm, where he was responsible for sourcing, underwriting and managing structured credit investments. Previously, he was a Principal at Stairway Capital and Eos Partners, and an Associate at Rosecliff as well as Weiss, Peck and Greer. He graduated with a bachelor of arts degree in economics from Hampden-Sydney College and received an MBA from Columbia Business School.

Brad Mitchell is a Senior Vice President and Head of Originations. He is responsible for identifying, negotiating, and closing Joint Venture & Credit residential investments across the United States. Prior to joining Wolff in 2020, Brad worked on the real estate investment teams at Makena Capital Management and Partners Group. He holds a BS in Managerial Economics with Honors from The University of California at Davis and also holds an MBA from the Stanford University.

Steve Jasa is the Chief Financial Officer of the Investment Management function of The Wolff Company. With more than 25 years of real estate finance and investment management experience, Steve is responsible for all fund-related accounting, compliance, analytics and investor relations functions for the company's real estate private equity funds. Previously, Steve was Vice President of Investment Management of Western National Properties and a Senior Manager with Ernst & Young. He holds a BA degree from UCLA and an MBA from Cornell University.