

Driven By Consistency

An Interview with Matthew Gorelik,
 Founder, Chairman, and Chief Executive Officer, Township Capital



Metro Parc North in Hialeah, Florida

EDITORS' NOTE *Matthew Gorelik founded Township Capital in 2014 after holding senior positions at JPMorgan, Jefferies, and Citi. He has invested in over \$7 billion of commercial real estate across the United States in various asset classes. Driven by his unique scalable strategy to invest programmatically in GP positions within common equity joint venture structures, Gorelik has a reputation as a premier allocator in the space, with the ability to produce creative investment structures that support Township sponsors.*



Matthew Gorelik

FIRM BRIEF *Township Capital (townshipinc.com) democratizes access to high-quality real estate investment opportunities alongside best-in-class developers who partner with the largest investment funds in the world. Development firms include Landmark Properties, Vista Residential, Cabot, Cabot & Forbes, and The Preiss Companies, among others. Those looking to invest their capital in the real estate market turn to Township Capital and their best-in-class strategy to achieve superior risk-adjusted returns.*

Will you discuss your career journey?

My professional foundation was built in institutional financial services, where I worked in wealth management. In those roles, I saw a persistent market inefficiency: strong real estate operators constrained by traditional capital stack requirements, unable to access the equity they needed to scale projects materially. I observed that even best-in-class sponsors often lacked the required GP equity not because of strategy, but because of capital constraints. This insight became the catalyst for launching Township Capital in 2014, to provide an institutional alternative that solves that gap by mobilizing programmatic GP equity capital and aligning interests across the stack.

What was your vision for founding Township Capital, and how do you define its mission?

Township was founded on the vision to solve a unique problem for commercial real estate operators. Raising money from friends and family is costly and time-consuming. Township Capital bridges that gap by acting as a one-stop shop for developers to syndicate down their equity stake, allowing them to diversify their

capital and remain focused on completing projects.

Our mission is simple: to remove the burden of capital raising from operators by delivering consistent, reliable capital, while simultaneously providing Township investors with access to institutional-quality real estate opportunities that are typically difficult to access.

Will you provide an overview of Township Capital's strategy and portfolio?

Township Capital is a private equity real estate investment firm headquartered in Palm Beach, Florida. We specialize in General Partner (GP) co-investments alongside leading commercial real estate operators and institutional capital partners across all major U.S. markets. Our investment strategy is focused on opportunistic acquisitions and ground-up developments, with a primary emphasis on the multifamily, student housing, and industrial sectors.

institutional level commercial real estate investments, in a position otherwise not readily available to retail investors.

What have been the keys to Township Capital's growth, and how do you define the Township Capital difference?

Our growth has been driven by consistency – consistent underwriting, consistent alignment, and consistent execution. What differentiates Township Capital is an owner's mindset. We invest alongside our partners, take the time to understand their businesses, and step into the GP seat to help structure deals that perform across market cycles. Our capital is flexible, but our standards remain disciplined.

How critical has it been to build the Township Capital team?

Building the right team has been essential. In a relationship-driven business like real estate, trust starts internally. We've focused on bringing together professionals who pair strong investment discipline with real operating experience, creating a culture of alignment, accountability, and long-term thinking.

What do you see as the keys to effective leadership?

Effective leadership starts with clear expectations, communication, and alignment. It also requires accountability and humility. Surrounding yourself with talented people, empowering them, and staying focused on long-term outcomes rather than short-term wins is critical. Leadership is ultimately about stewardship.

With the impact that Township Capital has made over the past 12 years, are you able to enjoy the process and celebrate the wins?

Yes, although it's something I've learned to do more intentionally over time. Early on, it's easy to move from one milestone to the next without pausing. As Township has grown, I've come to appreciate the importance of recognizing wins, especially those driven by the team and our partners. The process itself has become just as rewarding as the outcome.

What advice do you offer to young people beginning their careers?

"Punctuality is the courtesy of kings and queens." For young people beginning their careers, this is a rule to live by: the number one thing they can do is show up early, always be punctual, and never keep someone waiting. ●

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For our partners: Instead of syndicating GP equity to numerous investors, sponsors can engage Township Capital as a single, institutional structured partner, streamlining the investment process and reducing complexity for all parties involved.

For our investors: Township Capital built a bridge connecting accredited investors to