

Vincent Toye

Managing Director, Head of Production
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Wells Fargo & Company



Vincent Toye is a managing director and head of GSE National Production for Wells Fargo Multifamily Capital, which specializes in government-sponsored enterprise (GSE) financing through Fannie Mae and Freddie Mac programs and Federal Housing Administration (FHA)-insured financing. Vince is based out of the group's New York City office.

Vince is responsible for managing the GSE originations team, increasing production, and overseeing Wells Fargo's relationships with Fannie Mae and Freddie Mac. He also oversees growth of Wells Fargo's regional and national borrower relationships and is responsible for building cross-sell relationships with other Wells Fargo business groups.

Prior to his current role, he held a similar role with Wachovia Multifamily Capital from 2006 until 2009. Before that, Vince was a vice president at Fannie Mae responsible for Multifamily Customer Management at the Eastern Business Center (EBC), reporting to the vice president for Multifamily Sales and Marketing. Vince managed the Multifamily EBC and its eight lender and large borrower relationships. The EBC lenders generated in excess of \$7 billion in financings between 2005 and 2006.

Vince joined Fannie Mae in 2001 as director of Marketing for Affordable and Capital Markets. He was named head of the Midwest Regional Office in May 2003.

Prior to joining Fannie Mae, Vince was senior vice president at First Union National Bank where he held various roles in the SBA Lending Group, Community Development Lending Group, and the Consumer Banking Group. Before First Union, he was at M&T Bank and Chemical Bank.

Vince received his B.S. in aerospace engineering from the University of Virginia where he was a three-year letterman for the football team and was named to the All-Atlantic Coast Conference Academic Football Team. He received his M.B.A. from The Wharton School of Business at the University of Pennsylvania.

