

Real Estate Finance Intelligence

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Pembroke beefs up originations

Pembroke Capital Management has hired Terence Baydala as managing director of originations as part of a move to bolster its lending business. Baydala, who joins from Meridian Capital Group, will be responsible for first mortgages, bridge loans, and preferred equity investments nationally.

The commercial real estate lending market has been transformed by an increase in regulatory oversight from sources such as Basel III and Dodd-Frank, which includes changes in risk retention guidelines, and there is an opportunity for lenders like Pembroke that can move quickly.

“All of these [regulations] are essentially conspiring against conventional senior lenders to grow their books and when you combine that with this wave of CMBS refinancing’s coming in, you have a special opportunity for a balance sheet lender with discretionary capital who has the capacity to go higher up on the capital stack,” said Baydala. “It’s a special opportunity for that type of player and that’s the role and space Pembroke fills, and quite frankly that was very attractive to me as a senior investment individual.”

This fits in well with Pembroke’s strategy of investing in and originating deals up and down the capital stack. It is active in primary and secondary markets across the US, and prefers non-recourse transactions in the 75 to 85% loan to cost range. Baydala has held senior roles at Meridian Capital, Anglo Irish Bank and Arbor Realty Trust.