The True State of the Private Lending Market

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Robb Bryan, senior vice president at Revere Capital

ATLANTA—**Revere Capital** is getting ready to run a little faster. The firm hired **Robb Bryan** as a senior vice president, responsible for **commercial real estate** loan originations throughout the Southeast.

The former banking executive and 15-year veteran of commercial lending has a unique take on the private lending market in the region. GlobeSt.com caught up with him to ask some pointed questions.

GlobeSt.com: What is the market like right now for private equity investment deals in Atlanta and the Southeast in general?

Bryan: Several cities in the Southeast are experiencing real job growth and, Atlanta in particular, has demonstrated a healthy increase in employment over the past year at a pace that is second only to Dallas among the major national MSAs. Furthermore, partnerships born out of common interests between the private and public sectors—municipalities, states and university systems, for example—are more pervasive across the region which has been a boon to the real estate industry as a whole. With all of these positives, robust investment in the Southeast and Atlanta has followed.

GlobeSt.com: Any product types "in" or "out?" A while ago it was reported that lenders are pulling back on construction loans.

Bryan: Whether pared back by regulatory constraints or concerns regarding leverage and/or real estate cyclicality, lenders' interest in financing construction projects is waning. Debt for hotels and special use assets such as cold storage is also increasingly difficult to find.

However, we believe this creates an opportunity to originate loans to high quality sponsorship with good collateral. Core and core-plus **multifamily**, **office**, **retail** and **industrial** generally still has no trouble attracting lenders.

GlobeSt.com: Any Southeast submarkets that are more attractive to investors right now than others? Any markets deemed "undesirable" or redlined?

Bryan: Over the past few years, for every debt request I received with institutional sponsorship buying a property in Miami, I would see one or two loan opportunities in Charleston also with a household name in the equity. Substitute Atlanta, Charlotte, Nashville and Birmingham, Greenville and Asheville and that ratio was the same.

Some of the investment activity in the secondary markets has diminished some but demand remains strong in the larger markets. Revere has not "redlined" any markets because we believe there is value in quality real estate and ownership in most markets and our level of diligence helps us understand a project's story when other lenders may pass based solely on a certain metric such as a population threshold.

Want more capital markets insights? Check out my recent column: Is Lending Volume About To Decline?.
