

Bridge-Loan Pros Launch New Shop

A new commercial real estate lender targeting middle-market borrowers aims to originate up to \$100 million of senior and subordinate debt by yearend.

Those initial originations by **Offset Capital Advisors** are slated to include about \$75 million of senior bridge loans, while the rest likely will consist of mezzanine debt and preferred equity. The New York-based startup, founded by former **GreenLake Asset Management** executives **Kamau Coleman**, **Adam Frank** and **Renee Volaric**, intends to invest

independently and via joint ventures with other lenders.

Offset is looking to write checks of roughly \$2 million to \$10 million per transaction. That sometimes will mean funding the entire capital stack for senior stretch loans with mezzanine debt and/or preferred-equity components. The lender is targeting debt on stabilized and transitional properties of all types, but it doesn't plan to finance new construction, heavy renovation or rehabilitation projects, or land.

"We see an opportunity to participate in the preferred-equity and mezzanine parts of transactions in the early to mid-part of the year. ... That's where we'll be focusing at the outset," Volaric said.

Due to difficult market conditions, borrowers looking to buy or refinance commercial properties "are not getting the same proceeds they were three years ago," Frank said. "We're seeing more of a need to provide gap financing."

Coleman added: "The whole idea behind Offset is to help balance volatility in the middle market," which he defined as encompassing deals requiring \$10 million to \$20 million of financing.

Offset will fund some of its originations with capital provided by family offices, wealthy individuals, and friends and family via separate accounts. It also plans to co-invest with institutional partners.

Coleman spent 15 years at GreenLake, leaving in September. As a director focusing on investments, he oversaw debt originations for the South Pasadena, Calif.-based bridge lender and fund operator. He previously worked at **Zetera** and **Intel-liverse** predecessor **iNuntius**.

Frank and Volaric left GreenLake last month as vice presidents focused on originations. Frank had been with the firm since 2021 and before that spent six years in **Ladder Capital's** commercial real estate finance group. Volaric joined GreenLake in 2018 after working at **Alantes Corporate Finance** for nearly two years, with earlier stints at **GW Lending** and **US Capital**. ❖

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