

Lender Startup Partners With Taconic

A new multifamily lender that built a data and technology platform to help underwrite originations is teaming up with **Taconic Capital Advisors** to write up to \$500 million of floating-rate bridge loans next year.

Ease Capital and Taconic, both of New York, have committed \$125 million of initial equity to their joint venture. Ease will source and underwrite the individual loans, ranging from \$5 million to \$30 million. It also will handle asset-management duties for the partnership, which is on track to close on its first loan by yearend.

Taconic, meanwhile, will continue to write senior and subordinate loans separately. The fund operator lends on all property types nationwide, while its joint venture with Ease focuses on the East Coast and other select markets across the U.S.

With leverage, the partnership will have \$450 million of initial lending power. Ease chief executive **Charlie Oshman** said it expects to originate \$250 million to \$500 million of mostly senior bridge loans next year and hold each of them for the life of the note. Subordinate financing may be provided in conjunction with originations of senior debt on a case-by-case basis.

The partnership concentrates on value-added assets and

adaptive-reuse projects in the multifamily sector, including mixed-use properties that derive at least 65% of their income from multifamily tenants.

“At Ease, our data system, comparable engine and proprietary risk-assessment system allows us and our partners at Taconic to do a comprehensive underwriting of every deal before a quote is ever sent, dramatically increasing the certainty of execution for our borrowers,” Oshman said.

Ease was founded about 18 months ago by Oshman, chief technology officer **Memo Sanchez** and chairman **Ryan Simonetti**. Plans call for adding more originators and asset-management pros to the firm’s 12-member staff next year, starting with one of each in the first quarter. Those positions require at least five years of experience.

Oshman and Sanchez previously held the same titles at **Pragmatic Technologies**, a residential MBS data-analytics company they founded in early 2020. That New York-based firm was acquired by **dv01**, now a **Fitch** subsidiary, at the end of that year, and they stayed on until late 2021.

Before forming Pragmatic, the pair worked together at **Delshah Capital** and **Reonomy**. Simonetti is also chief executive at **Convene**, which he co-founded in 2013. The New York-based firm operates a network of work and meeting spaces in office buildings throughout the country. ❖