



2017 Year in Review: Mark Bahiri, Emerald Creek Capital

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Name & Title: Mark Bahiri, Co-Founder & Managing Partner

Company Name: Emerald Creek Capital

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What was your most notable project, deal, transaction or professional achievement in 2017?

This year we funded our 250th loan transaction since inception. The vast majority of our loans are brought to us by intermediaries, and closing this many deals illustrates the strength and breadth of our relationships. We are truly grateful of the trust the brokers have shown in our execution.

What was the best decision you made in 2017 and why?

The decision not to lend on any big box retail this year. The retail sector has been faced with many challenges, especially the anchors such as Macy's, Sears and JCPenney. That's not to say we haven't lent on retail this year, we certainly have, but we have shifted our focus to more service-oriented retail.

Who or what contributed to your success in 2017 and why?

Our origination volume grew by 50% this year. There are many factors that contributed to this increase, but overall, I believe it's the culture of our firm that has had the greatest positive impact on our growth. Everyone is a team player no matter what department they work in.

What trends will impact your business in 2018?

Increasing interest rates will obviously have an impact on real estate prices which could have a negative impact on the overall transaction volume in the real estate market. With that said, I expect banks will continue to pull back, providing more opportunities for us to lend in 2018.