

---

## THE GRAPEVINE

---

... From Page 1

Madison, Wis., insurer. Yates was a senior vice president at **CBRE**, helping place both debt and equity. Before that, he spent 14 years at **HFF** as a broker before working for **Servus Management** in Hartford. At CUNA, he reports to managing director **Tom Jensen**.

**Moody's** is looking to add an analyst to its New York team that monitors the ongoing performance of commercial real estate CDOs. The recruit, who should have at least five years of experience in

peaked at 1,550 in 2007, just before the real estate bubble burst.

Beverly Hills brokerage **Lucent Capital** has hired three real estate pros. **Steven Provencio** joined as a senior originator. He had previous stints at **Alliance Commercial Partners** of Denver, **AEW Capital** and **Cornerstone Advisors**. **Loreto Asael Chavez** will lead operations in Mexico. He was formerly a credit risk analyst at **Banorte-Ixe** in Mexico City. **Taryn Tarnutzer** is a research and communications director. She was an operations manager at **Landmark Dividend** of El Segundo, Calif., and previously worked at **Caruso Affiliated** of Los Angeles.

more than 12 years at **Anglo Irish Bank**, most recently as a senior vice president. The unit, which also plans to write bridge loans on commercial properties, is headed by **Lone Star Funds** alumnus **Nicholas Santoro**.

Loan broker **Justin Boruchov** joined New York brokerage **Massey Knakal** this month as a director. Boruchov will work on financing assignments on Manhattan's Upper West Side. Previously he was a banking analyst and then an originator at **Guardhill Financial**.

**PACENow**, a nonprofit that promotes securitization as a way to fund energy-efficient retrofits on commercial buildings