



Pagnotta of Meridian closes \$90.3 million in financing

June 23, 2015 - Spotlights

Name: Nicoletta Pagnotta

Title: Vice President

Company Name: Meridian Capital Group

What year did you start your career in commercial real estate: 2004

Real Estate Associations/Organizations: CREW New York

What recent project or transaction are you most proud of?

My greatest professional accomplishment was closing \$90.3 million in financing for a five building, 1,500-unit rental portfolio located in Flushing, N.Y. Not only did I obtain an unbelievable rate of 3.43% for this 10-year loan, but I also negotiated a reduction in the prepayment penalty related to the existing financing, resulting in significant savings for the borrower. Interestingly, the overall loan-to-value on the property was 50% which made the credit that much more attractive to lenders. Additionally, I recently closed a large loan on one of the most iconic cooperative buildings on Central Park West. This 9.5-story landmark building is considered one of Manhattan's most prestigious and exclusive cooperative buildings.

What recent honor, achievement or recognition has meant the most to you and why?

In 2014, I was recognized by the Commercial Observer as one of the 10 Top Women in Commercial Real Estate.

Who or what has been the strongest influence on your career and why?

My father was extremely influential; he taught me about the importance of hard work at a young age. I began working and earned my first paycheck at the age of 13. I knew that this type of role, where I can create solutions, and working at a firm like Meridian that rewards entrepreneurial thinking, would be a great fit and encourage me to reach my full potential.

What is the first thing you do when you arrive in the office in the morning?

First things first - Caffeinate.

What time management strategies do you find to be the most effective for you?

Years ago a friend of mine gave me an illustration that reads, "I make a list of everything I need to do so I can freak out in some kind of order." Truthfully, I am very organized and it gives me an advantage. I track the deals in my pipeline daily and can be working on as many as 80 transactions at a time so I need to be able to easily reference where each loan is, any issues that need to be managed, what is outstanding and the timing to closing.

What is the best advice you have received and who was it from?

A while back a mentor advised me:

"You are an incredibly bright, naturally gifted, talented in so many ways professional blessed with a truly wonderful attitude. Your potential is limited only by your courage and creativity. Have the confidence to allow your many capabilities to take you as far as you can. You truly deserve no less."

I've kept it on my desk through the years as a reminder to think on a macro rather than a micro level and never stop working hard and challenging myself.

List 3 women that you would like to have drinks / dinner with and where would you go?

Angela Merkel

Janet Yellen

Sheryl Sandberg

Anna Wintour

Meal of their choice, I eat everything!

What is your favorite quote?

I have a lot of favorites depending on context, for the purpose of this article and in the real estate world my favorite is:

"In business and in life, you don't get what you deserve, you get what you negotiate."

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