



Q+A: MARK HUDSPETH on Capital Markets at Scale

In this edition of Pretium Perspectives, we speak with MARK HUDSPETH, Senior Managing Director and Head of Capital Markets, about the evolution of the Asset-Backed Securities (ABS) market, investor demand amid shifting policy headlines, and how platform integration and data continue to shape capital formation across residential housing.

Mark, how do you think about Pretium’s approach to financing across our residential investment strategies and what drives our edge and value in capital markets?

A big differentiator is our platform.

Having Progress Residential and BH Management as fully integrated property managers gives us access to proprietary data and continuous visibility into asset-level performance and cash flows, which allows us to think very precisely about deal structures and capital efficiency.

Beyond rental operations, the broader Pretium ecosystem deepens that advantage. We originate loans in the homebuilder space across the country and smaller balance loans through platforms like Anchor and Deephaven. Through Pretium’s ownership and operation of thousands of single-family homes and multifamily units, we have a unique perspective on trends in rents, occupancy, and tenant behavior. When Pretium is evaluating new lending opportunities, the home values and other performance metrics from nearby Progress homes are incorporated into the underwriting analysis. In turn, Pretium’s global lenders use these metrics when making their own credit decisions.

Finally, having our own servicer, Selene, gives us real-time data on how loans we have purchased are performing. Having access to

granular data across these strategies helps inform our capital markets approach and gives us and our lenders a more holistic view of housing fundamentals.

Can you share an example of how that platform advantage has translated into innovation?

One example is our Build-to-Rent (BTR) securitizations. In 2023, we acquired more than 40 BTR communities from a leading homebuilder. The key question was how to finance those assets efficiently and at scale, upon stabilization.

Although a Single-Family Rental (SFR) securitization backed by BTR communities had never been done before¹, we saw an opportunity to create an SFR structure to finance these communities. While ABS remains our largest financing channel, we’ve also seen banks and insurance companies evolve alongside the industry. Many of the innovations we introduced in our bond deals have been incorporated into bank and insurance financings, making those channels complements to ABS.

How does Pretium’s capital markets capability differentiate us from peers in the credit space?

As we’ve expanded across residential strategies, our integrated Capital Markets

team has enabled us to innovate and execute at scale. Pretium raised more than \$23 billion last year in 61 bespoke transactions, maintaining an active presence in the market every day.

In Residential Credit, we have been a prolific issuer since 2015 across our multiple shelves: PRET, DRMT & ANCHR. Over that span, we have issued 97 rated and unrated transactions across Non-Performing Loans, Re-Performing Loans, Non-Qualified Mortgages, Debt Service Coverage Ratio loans, Credit Enhancement Securities and Residential Transition Loans.

What has helped drive the success of Pretium’s capital markets strategy?

The breadth and consistency of our platform is key. We operate across a wide range of product types throughout the firm. That scale and diversity allows us to strengthen our relationships with banking partners and bond investors, deepen investor familiarity with our underwriting and performance, and enhance our credibility in the market. Over time, that translates into better execution, more efficient negotiations, and stronger structural terms. Our ability to bring diversified collateral, consistent volume, and disciplined credit performance to market has been a meaningful differentiator.

The SFR ABS market has been a major focus for the Capital Markets team. How would you describe the current landscape?

The market remains constructive. We’ve seen demand across our recent transactions and

recently priced our 50th SFR securitization, a meaningful milestone for Pretium as the largest issuer in the market. Over the past few years, we’ve also seen growth in our investor base, which has expanded to more than 150 accounts and counting. That depth of demand has been supported by continued innovation from our banking partners as the SFR ABS market has evolved, which has been encouraging to see.

Despite some encouraging market signals, the policy environment has introduced new uncertainty. In early 2026, the Trump Administration issued an Executive Order directing certain federal agencies to study institutional capital in SFR. How has that affected capital markets activity?

To date, it hasn’t had a material impact on capital markets activity. In fact, we were in the middle of pricing an SFR transaction when the initial announcement was made, which came as a surprise to the market. Despite that, we maintained momentum and priced the transaction the following day with participation from 21 investors, including one investor who had never previously participated in the SFR market.

Two weeks after our deal priced, another SFR ABS transaction from a different issuer priced in late January. To us, that deal just reinforced that the debt market continues to have confidence in the asset class. In residential credit, we have already issued five securitizations this year. Even with volatility in other parts of the credit markets, we are seeing continued oversubscription levels and spread tightening.

1. <https://www.dechert.com/knowledge/news/2025/7/dechert-advises-pretium-partners-on-first-sfr-securitization-con.html>