

Lonnie Hendry

Chief Product Officer



Lonnie Hendry, Chief Product Officer at Trepp, leads a global team of more than 30 product management and development professionals responsible for the productization and commercialization of Trepp's suite of commercial mortgage-backed securities (CMBS), commercial real estate (CRE), and collateralized loan obligation (CLO) products and offerings.

Mr. Hendry and his team focus on assisting Trepp clients with accomplishing their strategic goals through a variety of Trepp products, customized advisory services, and solutions.

Mr. Hendry joined Trepp in 2019 as VP of CRE Product Management and has since played a key role in several transformational sales, business development, product, and research initiatives. During his tenure at Trepp, he has overseen the successful development and launch of several products and services.

Lonnie also serves as co-host of The TreppWire Podcast, a renowned weekly CRE show with more than 1.1 million listens. Widely recognized for his industry commentary and data expertise, Lonnie is a frequently cited in the media, including The Wall Street Journal, Financial Times, The Washington Post, and leading industry publications such as Commercial Observer, GlobeSt, REBusiness, and others.

Mr. Hendry is a seasoned public speaker with a wealth of experience addressing professionals nationwide. Over the course of his career, Mr. Hendry has delivered over 200 presentations to diverse audiences, including boards, conference attendees, and financial organizations.

With a background spanning 22 years in the commercial real estate industry, Mr. Hendry's professional experience includes conventional multifamily property management and development, commercial and residential leasing, brokerage, and appraisal.

Lonnie earned a Master of Science degree in Real Estate with a concentration in Sustainability from the University of Texas at Arlington where he also received a Graduate Certificate in Real Estate Development. He is a member of the Counselors of Real Estate, serves on Fordham University's Real Estate Institute Executive Advisory Council, and is on the Texas Tech University Center for Real Estate Advisory Board and the Mortgage Bankers Association Structured Finance Council. Mr. Hendry is also an academic reviewer for the Appraisal Institute's Appraisal Journal publication.

In addition to his responsibilities at Trepp, Mr. Hendry is an adjunct faculty member at Texas Tech University teaching Real Estate Appraisal, Real Estate Fundamentals, and Real Estate PropTech courses. He instructs and mentors students interested in the real estate industry to prepare the next generation of young professionals for a future in financial services.