

THE LOAN SALE

ADVISOR

Best Practices in Active Portfolio Management



Demand For Loans Remains Strong in 2017

A record number of institutions sold loans at DebtX in 2016, and 2017 is on track to be another strong year for loan sales and demand for product.

“2016 was largely driven by M&A activity across the banking sector and continuing robust demand for loans of all kinds,” said Bill Looney, President, Loan Sales.

[Read More](#)

Upgrades For DXSyndicate®

DXSyndicate, DebtX’s market leading platform for loan syndication professionals, now offers more power, functionality and ease of use.

“DebtX continues to enhance DXSyndicate based on close collaboration with our growing number of clients,” said DebtX Managing Director Bill Huschle.

[Read More](#)





DebtX To Sell Loans in Ukraine

DebtX will work with the National Bank of Ukraine (NBU) on a pilot project to sell large pools of distressed loans held by the country's insolvent banks.

DebtX will collaborate with the NBU in conjunction with The Individuals Deposit Guarantee Fund to prepare the loans for sale and market the assets to potential buyers.

[Read More](#)

DXScore® Helps Manage CRE Lending Risk

Commercial Real Estate loan originators have a new way to easily and quickly get a credit rating for an individual loan:

Online submission is the latest from DXScore, an innovative credit rating system for CRE loans that enables institutions to make better risk and pricing decisions.

[Read More](#)





Q&A With Jeff Cantor, Managing Director, Western Regional Manager

Based in the San Francisco-Bay Area, Jeff has more than 25 years of real estate and financial services experience. He joined DebtX in 2002 and previously worked for Donaldson, Lufkin & Jenrette, Fremont Investment & Loan and The Capital Company of America/Nomura Asset Capital Corp. At DebtX, Jeff works with large commercial banks in the West, as well as insurance companies, special servicers and capital markets players across the country.

How would you characterize the sell-side of the market right now?

For loan sellers, it's a great time to offer product to the market. Liquidity continues to flow to the asset class because investors need to deploy capital. Consequently, pricing and demand are very strong. We see many sellers taking this opportunity to harvest gains and strengthen or reposition their balance sheets, particularly after M&A.

How do buyers view the market?

In a benign credit market like we have now, it's a risk-on trade. Many are looking for yield and are willing to pay up. They need to put capital to work. The bigger buyers include the traditional hedge funds, as well as regional opportunity funds and banks that are selectively looking at portfolios spun off following M&A. Buyers are interested in everything – performing, scratch-and-dent and sub-performing, but the market has shifted primarily to performing and sub-performing.

How big a role is M&A playing in the market today?

It's really the biggest driver. M&A accounted for much of the activity last year and that continues to be the case in 2017. Acquisitions change the bank's credit profile, and management teams frequently execute a series of loan sales to rebalance the portfolio post-transaction. Loan sales are an efficient way to prove to regulators and shareholders that you're effectively managing risk exposures as well as your balance sheet. In freeing up capital and diversifying risk, lenders are also able to allocate more funding for new loan originations.

[Read More](#)

Upcoming Loan Sales

\$3.4 Million

Performing retail loan sale secured by a 40,000 s.f. multi-tenant retail center in Myrtle Beach, South Carolina.

Bid: May 23, 2017

\$1.4 Million

Mixed collateral loan sale secured by 1st liens on single family homes, condominiums and 2 churches. Collateral located in PA, MD, DE & FL, both churches in NC.

Bid: May 23, 2017

\$16 Million

REO sale secured by a beachfront resort property in the Dominican Republic.

Indicative: May 23, 2017

\$9.6 Million

Tax increment financing and judgment notes secured by land and a pad site within a shopping plaza. Collateral located in MO and OH.

Bid: May 24, 2017

\$42 Million

Judgment, deficiency and charge-off pool consists of debts to 7 borrowers at various stages of litigation/collections.

Bid: May 25, 2017

\$1.4 Million

Matured sub-performing retail loan secured by a 23,000 s.f. owner occupied supermarket in Northern CA.

Bid: May 25, 2017

\$69.5 Million

Performing HAMP residential loans secured by single family residences throughout US with a concentration in FL.

Bid: June 6, 2017



**Innovation. Experience.
Results**

Upcoming Conferences



5th Annual Summit Workout & Restructuring

May 31 - June 1, 2017
Austria Trend Hotel Park
Vienna, Austria



International Business Forum CEE & Emerging Markets

June 1, 2017
Intercontinental Prague
Prague, Czech Republic



CREFC Annual Conference

June 5-7, 2017
Marriott Marquis
Washington, D.C.



EXPO Real

October 4-6, 2017
Messe München
München, Germany

US Offices

Boston
Corporate Headquarters
T: 617-531-3400
F: 617-531-3499

New York
T: 212-878-9654
F: 212-878-3630

Atlanta
T: 770-500-3836
F: 770-500-3556

San Francisco
T: 650-616-4174
or 971-327-4102
F: 877-817-3984

International Offices

Frankfurt, Germany
T: +49-69-75-93-8414
F: +49-69-75-93-8200

Birmingham, UK
T: +44-2476-641-316

The Debt Exchange, Inc.
133 Federal Street 10th Floor
Boston, MA 02110

