

THE LOAN SALE

# ADVISOR

Best Practices in Active Portfolio Management



## DebtX Offers Portfolios in Ukraine, Switzerland

DebtX is now accepting bids for a \$100 million portfolio of Commercial Real Estate (CRE) in Ukraine and is preparing to take bids for a CHF250 million CRE leasing portfolio in Switzerland.

The portfolio in Ukraine includes two office buildings in central Kiev and a large regional shopping center.

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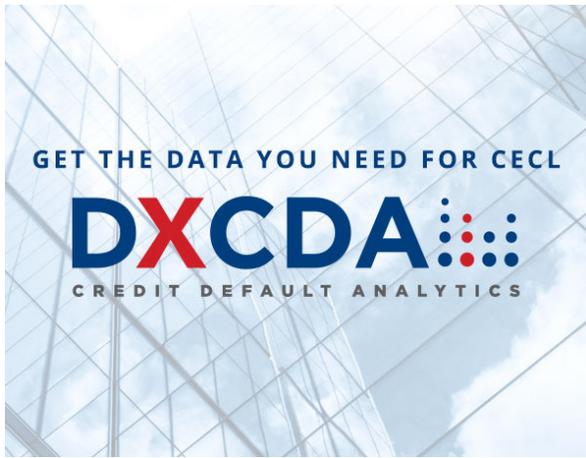
## ECB On Non-Performing Loans: Time To Act Is Now

At a recent NPL industry event, a banker credited with completing some of the largest European NPL sales observed: “The Irish and UK banks were distressed sellers. Now their banks are on the path to recovery. The Italian banks refused to be distressed sellers. Now they are mostly distressed banks.”

Guidance from the European Central Bank (ECB) published on March 15, 2018 is likely to increase the pressure on European banks...



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## Worried About Post-CECL Reserve Changes?

Most financial institutions and their shareholders worry about an unwelcome surprise as the deadline for calculating the Current Expected Credit Loss (CECL) standard moves closer.

For the first wave of banks required to make the daunting accounting shift, the required “parallel” year of 2019 is rapidly approaching.

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## Q&A With Karen Johnson , Managing Director, Product Sales

Karen Johnson, Managing Director, Product Sales, has worked for the company since 2003. She leads DebtX Analytics, which provides valuations and analytics on more than \$12 trillion in assets annually. Karen and her team work with hedge funds, global insurance companies, real estate debt funds, banks, and government-sponsored enterprises (GSEs) to help them better understand the risks and opportunities in their portfolios.



### What type of valuation engagements does DebtX undertake?

DebtX prices a wide variety of loans including first lien commercial mortgage loans, mezzanine loans, construction loans, and transitional loans (loans on assets being repositioned). DebtX also prices large residential mortgage pools. DebtX prices portfolios at the individual loan level, which provides much more granularity and transparency. When pricing large, more conventional mortgage loan pools, we use DXMark, a quantitative, trade-based valuation model. We use DXValue, a qualitative valuation methodology to price large individual loans that require a limited file review. DXMark allows us to very accurately price thousands of loans per run. DXValue allows us to consider additional factors that are not presented on a standard loan tape. For clients with loans collateralized by UK assets, DebtX provides spread matrices for first mortgage and mezzanine loans in London’s central business district.

### Why do clients choose DebtX?

DebtX has one of the richest and most comprehensive databases of loan sale transaction data in the industry. By using this data and other observable market inputs in our models, we offer a unique market perspective and provide defensible prices for loans, which are level III assets. Clients choose us because we are great listeners and excellent problem solvers.

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# Upcoming Loan Sales

## \$12.2 Million

Restructured performing loan secured by business assets and owner occupied real estate of a manufacturing business located in NC

**Bid: June 11, 2018**

## \$21.6 Million

Performing and sub-performing loan sale secured by CRE and C&I loans located in WV and OH.

**Bid: June 21, 2018**

## \$30.8 Million

Mixed performance portfolio secured by residential, office, multi-family, land, industrial, and mixed-use assets across the U.S., with a concentration in NC and MD.

**Bid: June 19, 2018**

## \$19.6 Million

Mixed performance loan sale secured by commercial, residential, and business assets located in 8 states with a concentration in WA and OR.

**Bid: June 22, 2018**

## \$13.4 Million

Mixed performance loan sale secured by CRE, industrial, and single-family residences in IL.

**Bid: June 20, 2018**



**Innovation. Experience. Results**

# Upcoming Conferences



The FMS Forum

June 10-12, 2018

Hyatt Regency Grand Cypress  
Orlando, FL



CREFC Annual Conference

June 11-13, 2018

NY Marriott Marquis  
New York, NY



ABA CFO Exchange

September 17-19, 2018

Hilton Austin  
Austin, TX

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