

# Loan Sale Advisory

Newmark's Loan Sale Advisory practice provides asset resolution services to help lenders develop solutions for distressed situations, in addition to loan sales, UCC foreclosure sales, REO sales, portfolio sales, debt restructuring and receivership services.

Specializing in servicing the needs of our diverse lender clients, our dedicated team of real estate finance experts boasts significant experience in the valuation, marketing and disposition of performing, sub-performing and nonperforming loan positions throughout the capital stack, both on a portfolio and one-off basis. Our upfront underwriting combines qualitative and quantitative analyses to accurately determine mortgage value based on various potential loan resolutions, including a yield-to-maturity payoff, foreclosure/litigation risk, and alternative market-driven outcomes tied to real-time asset-level/market sentiment and investor appetite.

Our leading Loan Sale Advisory experts leverage Newmark's national service platform, broad industry expertise, and extensive roster of local brokers across the country to deliver real-time input and unmatched service. The seamless process enables us to tailor a comprehensive marketing campaign to deliver exceptional pricing and transaction terms, coupled with certainty of execution.

In addition to our Loan Sale Advisory services, Newmark also provides portfolio stress testing and risk reviews for some of the world's largest banks via its Valuation & Advisory Bank Credit Risk Solutions practice. Spanning the many aspects of banking, credit, and regulatory compliance, the team completes data remediation projects, leveraging its deep understanding of regulatory compliance and lending, as well as numerous other compliance and risk challenges.

## Services

- Loan dispositions (portfolio and single-asset)
- Loan valuation services (portfolio & single-asset)
- Secondary loan market analysis
- Note-on-note financing capabilities
- UCC foreclosure services—fixed fee

## Product Specialty

- Full range of collateral types
- Senior loans
- Mezzanine loans
- Participating interests
- B-notes and other sub-debt
- UCC foreclosure sales

## Loan Status

- Performing
- Sub-performing or re-performing
- Nonperforming
- REO

## Client Profile

- Debt funds
- Banks
- Mortgage REITs
- Life insurance companies
- Servicers
- Government
- Alternative note holders



## ABOUT NEWMARK

**We transform untapped potential into limitless opportunity.**

At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands. Our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies. We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

## CONTACT

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