



Loan Sales – What Options Do You Have?

Panel Members:

Don Pelgrim, Delta Corps

Paul O'Rear, Bridger Commercial Funding

Jeff Cantor, The Debt Exchange, Inc.

Tom Keenan, Guardian Investment Real Estate



Don Pelgrim, President & CEO Delta Corps

- Delta Corps
- Issues Facing Bankers Selling Assets
- Structure / Form
- Distribution Mechanisms and Alternatives
- Contractual Arrangement Considerations

Delta Corps



Paul O'Rear, SVP/BankXchange Bridger Commercial Funding

- The BankXchange platform
- Tools banks use to develop and implement resolution strategies for troubled assets
- Options for managing CRE portfolio risk
- Why employ a loan sale strategy?
- Timing and Recovery outcomes of different resolution options
- BankXchange observations on the loan sale market
 - Market liquidity
 - Yield requirements





Jeff Cantor, Western Regional Manager The Debt Exchange, Inc.

- Who Is DebtX?
- Is the bid/ask narrowing?
- Pricing levels by asset class
- Sell Side Trends
- Buy Side Trends
- Factors affecting price other than collateral
- Participating in FDIC sales



Tom Keenan, Director & SVP, MarketMaker Guardian Investment Real Estate

- Guardian and MarketMaker
- Retail platform: focus on the asset by asset sale of whole loans in a bank-to-investor model
- Finding, engaging, and delivering the unique high bidder
- Advertising an opportunity to maximum number of buyers while ensuring that security of sensitive loan documents remains intact
- Proactive sales process for maximum yields; Buyer engagement through constant contact
- Transparency: documenting clearing of the market on each sale





QUESTIONS?