



Helios Capital completes \$4.08 million loan sale

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Helios Capital, LLC has completed a non-performing loan sale transaction with an unpaid balance totaling \$4.086 million for three multifamily properties that total 47,641 s/f. Helios Capital LLC advised the investor in this transaction, a private, local investor, and the lender was a regional bank in the New York area.

"In this off-market transaction, the three non-performing loans were secured by three multifamily assets, which are all owned by the same borrower, a private local investor in the New York area. The loans were sold at a slight discount off their principal balances but at a very competitive price per unit basis," said Josh Malka, managing director at Helios Capital.

"Our relationship with both the lender and borrower involved in this transaction allowed us to quickly source and successfully trade this loan. The borrower was able to utilize their local knowledge of the Harlem and Upper Manhattan submarkets to capitalize on this unique investment opportunity," said Malka.

These three multi-family properties total 47,641 s/f and consist of a 9,185 s/f building that includes 15 residential units, an 18,500 s/f property that includes 25 residential units and a 19,956 s/f mixed-use building that consists of 28 residential units and two commercial units. One of the aspects of the deal was that the portfolio was only 72% occupied, which is significantly below market occupancy, adding value to the deal for the investor.

"Since its inception in May 2009, Helios Capital has carved out a niche in the small-balance, non-performing commercial loan market, advising its clients in the acquisition and disposition of small-balance non-performing commercial real estate loans secured by properties located through-out N.Y. and N.J. with loan balances of \$1 million to \$25 million," said Jonathan Horn, senior managing director at Helios Capital LLC.

"As we move forward into the first quarter of 2011, Helios continues to gain momentum in the marketplace with more than \$10 million in successfully traded loans within the first nineteen (19) days of January. We are thrilled to have been involved in such a unique and exciting transaction and we look forward to other such assignments on behalf of lenders and investors in the very near future," said Horn.

Headquartered in Woodbridge, N.J., Helios Capital, LLC, an affiliate of the Schultz Organization, was formed in early 2009 and specializes in providing commercial loan-advisory services on behalf of private, institutional and corporate lenders and investors in the secondary market for the purpose of efficiently trading non-performing commercial whole loans (NPL) secured by all asset types across all performance classes throughout New York and New Jersey.

Comprised of some of the industry's most highly experienced professionals in the non-performing commercial loan space, Helios Capital is responsible for more than \$1 billion in loan transactions. Since its inception, Helios has been actively trading in the small-balance, non performing

commercial loan market, and has advised lenders and investors in the acquisition and disposition of small balance non-performing commercial loans. As a relationship-driven company, Helios remains focused and dedicated to its niche within the small-balance, non-performing commercial loan market, with a target on loans with unpaid principal balances (UPB) between \$1 million to \$25 million, and continues to work directly with the counterparties on each side of a trade (lenders and investors) to leverage its experience and expertise in the commercial loan space.

Helios Capital also has a Commercial Loan Advisory division, which provides a full-service, end-to-end solution for private, institutional and corporate clients trading loans, such as community, regional and national banks, special servicers, high-net-worth individuals, family offices, investment banks, hedge funds, pension fund advisors, REITs, private lenders, private equity firms, insurance companies and traditional real estate investors.

As advisors to lenders looking to dispose of loans, Helios Capital has been highly successful in allowing sellers to reduce concentrations of certain assets, increase liquidity and book gains. By developing profound relationships with investors and understanding their specific investment stipulations (such as geography preferences, product type, credit risk and yield requirements), Helios Capital knows when the right opportunity is available for its clients and is able to quickly match the right buyer with the right seller, allowing for successfully executed trades.

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