



Malka of Helios Capital advises buyer in \$2.69 million multifamily transaction

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Helios Capital LLC has completed the sale of a \$2.69 million nonperforming loan sale transaction for a 30-unit, six-story, 18,613 s/f, multifamily building located on the Upper East Side. Helios Capital's Josh Malka advised the buyer, an affiliate of Brick Realty Capital LLC. The lender was a regional bank in the New York area.

"The buyer, a local private investor, afforded us with their familiarity and expertise within this submarket, and as a result we were able to quickly source and successfully close this transaction," said Malka, managing director, Helios Capital. "In this off-market transaction, our client utilized their knowledge of the neighborhood to capitalize on this rare investment opportunity."

Also commenting on the transaction was Eric Roth, a managing partner of Brick Realty Capital LLC, who stated, "Josh brought the offering to us and we were able to complete our due diligence and close the transaction within 15 days of our accepted offer, which is a remarkably fast turnaround time for these types of transactions. Ultimately, it was a pleasure to work with such a knowledgeable group of real estate professionals and we look forward to working with Helios Capital on similar opportunities in the future."

Situated on the border of New York City's Upper East Side and East Harlem, in one of the most attractive and active residential submarkets, the six-story, 18,613-square-foot, multi-family building is comprised of 25 residential units that total 15,799-square-feet, as well as five retail stores that contain 2,834-square-feet of space.

"With the completion of this transaction, since January 1 Helios has secured \$50 million in the sale of nonperforming loans, performing loans and real estate owned (REO) assets," said Steven Schultz, CEO, Helios Capital. "The level of momentum behind us has the team inspired and energized as we enter the second half of the year. Our efforts continue to prove successful and we look forward to working with additional regional banks and institutions within the New York and New Jersey marketplaces, and advising them on similar assignments."

Headquartered in Woodbridge, N.J., Helios Capital, LLC is the industry's pre-eminent boutique advisory firm, formed in early 2009, and specializes in providing full service advisory services on behalf of private, institutional and corporate lenders and investors in the secondary market for the purpose of efficiently trading nonperforming commercial whole loans, REO and investment properties throughout the tri-state area, as well as Connecticut and Florida.

Comprised of some of the industry's most highly experienced professionals, Helios Capital is responsible for more than \$1 billion in loan, REO and investment sale transactions.

As a relationship-driven company, Helios remains focused and dedicated to its niche within the

small-balance, nonperforming commercial loan, REO and investment sales market, with a target on portfolios and individual assets with unpaid principal balances (UPB) and values less than \$25MM. Helios works directly with each counterpart and leverages its experience and expertise for continued success.

Helios Capital provides a full-service, end-to-end solution for private, institutional and corporate clients trading whole loans, REO and investment properties.

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

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