



Besen Group names Horn as executive managing director

July 16, 2012 - Front Section

After founding Helios Capital Advisors where he was directly responsible for the firm's disposition of over \$500 million UPB of small balance commercial and residential mortgage loans, Jonathan Horn has joined The Besen Group (Besen & Associates, Inc.) as executive managing director of the Special Assets group. In conjunction, Besen has expanded their presence with the opening of a new office in Red Bank, New Jersey, where Horn will oversee day-to-day operations.

The firm continues to be one of the most active advisory firms in the Tri-state area specializing in the disposition of small balance residential and commercial loans in the secondary market, having recently advised on the sale of over \$200 million unpaid principal balance (UPB) of loans secured by assets located throughout the Tri-state area. That includes the sale of a \$2 million UPB performing commercial loan portfolio which Horn just closed on behalf of a New York community lender. In his new role, Horn will be charged with the responsibility of growing transaction volume in the small balance debt space, expanding the advisory team, and managing a new company office in New Jersey. He will be in charge of all aspects of the group's business, which includes advisory and disposition services for commercial and residential loans and REO properties on behalf of community and regional banks throughout NY, NJ, CT and PA. The group will also focus on investment sales and borrower structured finance representation. The New Jersey outpost will be a full-service office of The Besen Group, providing advisory and brokerage services including investment sales.

"We are pleased to have such an experienced industry leader at Besen heading this specialized segment of the market and to further expand our team," said Michael Besen, chief executive officer of The Besen Group. "Jonathan has a noteworthy track record and is well-regarded in the mortgage loan and investment community."

The Special Assets group advises financial institutions in small balance commercial and residential mortgage portfolio management through structured and non-structured individual loan disposition and portfolio sales of all asset types across all performance classes throughout the tri-state area. The group provides a comprehensive solution for private, institutional and corporate clients investing in small balance commercial loans.

Thomas Stackhouse, SVP/Senior Credit Officer of Investors Bank said, "I have worked with Jonathan Horn several times over the last few years. His experience and knowledge in the disposition of small

balance residential and commercial loans on behalf of community and regional banks is second to none. His attention to detail throughout the entire trade process and the ability to procure investors who can close quickly and efficiently at the highest returns for the bank has made him one of the top loan sale advisors in the market today."

Besen & Associates has been active in the disposition of non-performing loans and REO assets since the late 1980's, when the firm was hired by the Resolution Trust Corporation (RTC), and was one of a select group of commercial brokers/loan sale advisors exclusively representing Freddie Mac in the sale of hundreds of distressed assets.

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Besen & Associates is a leading investment sales brokerage founded in 1988. It is consistently ranked a top performer by transaction volume. Besen offers deep knowledge and sophisticated analytical tools to handle all facets of commercial real estate transactions including sales, re-positioning, financing, or lease negotiations. Working with a range of investors from single-property owners to institutional and private equity investors, Besen customizes appropriate solutions for all of its clients. For more information, visit <http://www.besenassociates.com>.

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