

CMBS LOAN EXPERTS

With more than 25 years experience in commercial lending and servicing, each team member at Hart Advisors Group has an in-depth knowledge of CMBS and structured loans allowing them to assist borrowers during challenging asset or economic times. With hundreds of loans and billions of dollars in transactions, Hart Advisors Group has emerged as a leader in CMBS and loan advisory throughout the United States.

OUR SERVICES

- Commercial Loan/Restructures/Workouts (CMBS, CLO's, Structured, Mezz debt) with special servicers, Fannie/Freddie, Life Companies and Banks)
- CMBS, Fannie/Freddie Assumptions
- Loan Underwriting and Asset Management for Commercial Real Estate
- Facilitation and Negotiation of Loan Sales and Auctions
- Alternative lending sources for loan take-outs

OUR VALUE PROPOSITION

Hart Advisors Group works with lenders daily, representing borrowers and owners with a clear goal to achieve optimum asset profitability for every client. You can expect our associates to:

- Understand the challenges each client faces and set realistic expectations before our services are engaged.
- Use our expertise and leverage with multiple transactions to save you more time and money than you could achieve on your own.
- Use our relationships to achieve the best possible solution for the continued success of your asset.
- Achieve faster resolutions due to the volume of loans we work with daily.
- Work directly with the CEO and top management of Hart Advisors Group.

LOAN OUTCOMES

RESTRUCTURES

In the past 11 years, Hart has completed over \$5 Billion in workouts, extensions, maturity defaults, forbearances, discounted payoffs, note bifurcations, and other loan solutions. Hart understands what results are possible to achieve when working with Lenders.

Hart has experience working with banks, mezz lenders, Fannie Mae, Freddie Mac and all of the master and special servicers including, but not limited to, LNR Partners, C-III Asset Management/Greystone, Rialto, Midland Loan Services, Key Bank, Torchlight, CW Capital, Argentic, Berkadia and Wells Fargo.

ASSUMPTIONS

The Hart team has negotiated hundreds of loan assumptions with a 99% success rate in obtaining assumption approvals for our clients. A CMBS loan assumption is a complex transaction involving specific documentation and various levels of approval and requirements for a new buyer. Many of these requirements might not be anticipated when the contract is executed.

With multiple participants involved in the process, deadlines to meet and hard money on the line, having an advisor to guide the parties through each phase of the assumption process can help ensure a successful closing. Hart offers a competitive flat fee for assumption services with half due at engagement and the balance earned upon approval.

CASE STUDIES

Holiday Inn Express

Property Type: Hospitality
City & State: CO (Tertiary Market)
Loan Amount: \$8.3M
Resolution: COVID Relief

- PIP Completion Extension
- DSCR Trigger Waiver
- PPP Consent
- FF&E Waiver

Master Servicer: Midland
Special Servicer: Rialto

Mixed-Use Retail

Property Type: Mixed Use
City & State: New York
Loan Amount: \$15.1 MM
Special Servicer: Midland
Resolution: COVID Relief
 6 month forbearance of interest
Date Completed: July, 2020

Holiday Inn Express

Property Type: Hospitality
City & State: TX (Tertiary Market)
Loan Amount: \$6.3M
Resolution: COVID Relief

- Extend Excess Reserve Requirements
- PPP Consent
- FF&E Waiver
- Late Fee Waiver (2 months)
- Release of PIP reserves (\$288K)
- Cash Management trigger was waived.

Master Servicer: Midland
Special Servicer: Rialto

"This is quite the process! Thank you for all your help. This is our first CMBS loan and I am not sure we would have handled this situation correctly without your firm advising us."

M. PFEIFFER, Client

"Thank goodness you're on this engagement – your relationship with Wells Fargo's team is invaluable and precisely why I encouraged our client to retain you."

Buyer's Counsel

"I am glad we engaged your team to take it to the finish line. You guys did an amazing job. Thank you so much for all the hard work, it will definitely pay back in a big return soon."

S. TABANI, Client



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