

An Update on CRE Loan/Note Sale Market with DebtX (The Debt Exchange, Inc.)

FEBRUARY 10, 2021 | 2:00PM ET

Stephens is hosting a conference call with DebtX to review recent trends in the loan/note sale marketplace managed by DebtX, a leader in helping banks and other financial institutions manage their real estate investment loan and debt security portfolios. Our call will focus on loan sale trends by region and collateral type (hospitality, retail, office). We will also review the trends on the debt buyer side (how much capital is hunting for assets to buy on their platform?) and where they see pricing headed in the coming months versus what we have seen over the last several months since the COVID-19 downturn. This call should be helpful for bank and non-bank real estate lenders and investors in these sub-sectors.

About The Company & Speaker

Speaker: William Mercer, Managing Director, Valuation & Analytics Group

Mr. Mercer is responsible for the oversight of DebtX's Valuation and Analytics group. He was previously a senior member of the Trading group and was responsible for the pricing and execution of domestic loan placements. Mr. Mercer has over 25 years of real estate development, finance and capital markets experience. Prior to joining DebtX, he was Vice President – Fixed Income at Sun Capital Advisors. At Sun Capital, Mr. Mercer was responsible for the management of a multi-billion dollar portfolio in the CMBS, REIT, Homebuilder and Building Materials sectors as well as CRE CDO's. Mr. Mercer obtained his Bachelor of Arts degree from Harvard University and is a CFA Charterholder.

DebtX's core mission is to empower financial institutions with an ability to actively manage their portfolios by rating, valuing, buying and selling loans. Upon inception in 2000, DebtX developed and deployed the first online loan sale platform. This groundbreaking platform enabled millions of imaged documents to be accessed virtually through a secure document sharing application. Subsequently, we enhanced our platform to include multiple online auction capabilities, automated bid optimization, syndicated loan and participated loan tracking, joint book running, covenant compliance, and numerous other innovations. The platform has since grown into a marketplace that includes more than 600 sellers/syndicators and 100,000 primary and secondary market participants. The company's proprietary loan sale and compliance platform as well as its loan valuation and credit scoring processes have been audited for security and are used by many of the world's most sophisticated private and government financial institutions.



Conference call date and time subject to change. To join the call or to obtain more information, please contact your Stephens sales representative.

February 10, 2021 | 2:00PM ET

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