



# nerej

## **Helios Capital completed \$3.675 million non-performing loan sale transaction**

May 12, 2011 - Financial Digest

Helios Capital LLC completed its first non-performing loan sale transaction in Conn. The loan for the 16,000 s/f shopping center had a principal balance of \$3.675 million and is located on Post Rd. Josh Malka, vice president, Helios Capital, advised a private investor in this transaction. The lender was a regional bank based in the New York area.

"This off-market transaction was sourced by Helios Capital to one of our clients, a private investor in the Fairfield County area," said Malka. "The investor's expertise in the Westport submarket paired with the discounted loan price, presented a unique and profitable investment opportunity for the investor. As a result, we were able to promptly complete the transaction."

According to a spokesperson from Ascot Properties, the buyer in this transaction, the company is very pleased with the depth and breadth of knowledge of the non-performing loan sale process the Helios team provided. Helios' expertise combined with top-tier service made for a very smooth transaction and as a direct result, Ascot Properties is currently working with the Helios team on several other deals and both companies look forward to a strong working relationship on future transactions.

"The first quarter of 2011 has been successful for Helios Capital as we continue to gain momentum in the marketplace completing more than \$25 million in successfully traded loans to date," said Steven Schultz, CEO, Helios Capital. "We are pleased to have been involved in this straightforward transaction and look forward to negotiating similar assignments in the months to come, on behalf of lenders and investors in the Fairfield County area in addition to our core markets of New York and New Jersey."

### About Helios Capital, LLC

Headquartered in Woodbridge, N.J., Helios Capital, LLC, was 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 non-performing commercial whole loans (NPL), REO and investment properties throughout the tri-state area.

Comprised of some of the industry's most highly experienced professionals in the non-performing commercial loan, REO and investment sales space, 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, non-performing commercial loan, REO and investment sales market, with a target on assets with unpaid principal balances (UPB) and values between \$1 to \$25 million. Helios works directly with the counterparties on each side of a trade (lenders and investors) 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 loans, REO and investment assets, 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 advisor 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 quickly match the right buyer with the right seller, allowing for an efficient process and successfully executed trades.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540