

# Sperry Van Ness Enters Commercial Loan Sales Market

*Sperry Van Ness announces the addition of loan sales capability in Fort Worth, TX.*

**Fort Worth, TX---** The Fort Worth, TX asset recovery representatives of Sperry Van Ness International (“SVNI”), one of the world’s leading commercial real estate advisory & brokerage firms, announced today the Sperry Van Ness Asset Recovery Team (“SVNART”) has entered the commercial loan sales arena. This expansion into the commercial loan sales marketplace occurred as a result of an exclusive strategic partnership formed with Benewolf, a premier provider of loan sale advisory services. As a result of this strategic partnership, SVNART immediately becomes the nation’s largest loan sale advisory team in terms of trained advisors.

SVNART provides lenders with a single source solution to distressed asset sales at any stage of asset impairment from performing loans, to non performing loans, to litigation, to bankruptcy, to foreclosure and through the deed in lieu or title recovery process. With the newly added capabilities SVNART can advise a client on maximum asset recovery, selling one off or pooled loan assets, conduct date certain sales, electronic auctions, live outcry real estate auctions or single negotiated real estate transactions.

Heather Konopka, CCIM, James Blake, CCIM and Steve Fithian, CCIM, the Fort Worth asset recovery team representatives, deliver the local market knowledge that buyers and sellers are looking for across the asset recovery continuum.

“While many firms talk about their ability to provide full service solutions to financial institutions in regard to distressed assets, few truly have the capability to do so,” said Kevin Maggiasco, President and CEO of Sperry Van Ness. Jerry Anderson, CCIM, Executive Managing Director of SVNART added, “We are now able to advise financial institutions at every stage of the asset recovery continuum whether they should sell the physical asset or the underlying loan and then provide the expertise and platform to assure a certainty of execution – few firms have this capability and certainly not with the scope and scale that we now offer.” Anderson further added, “no other commercial real estate firm offers a fully integrated array of advisory services including brokerage, leasing, asset & property management, work-out & restructuring services, loan sales, electronic loan review & bidding platform, and real estate auction services, which are state specific real estate license compliant in every state.”

While many firms in the industry are consolidating, Sperry Van Ness is again bucking the trend by continuing aggressive expansion plans. “We continue to look for strategic opportunities that place us in a position to better serve our clients, and our new relationship with Benewolf gives testimony that we’re not just talking about growth, we’re delivering it,” noted Maggiasco.

Moreover, Anderson stated that “because we are now the largest trained loan sale advisory sales force in the world, lenders can leverage a totally integrated distressed asset disposition system to help them through any phase of impairment while maximizing lender recoveries whether dealing with a performing or non-performing loan or even REO assets.” Best of all added Anderson, “All of this happens within the Sperry Van Ness model of compensated cooperation and collaboration which is revolutionary in the loan sales advisory arena.”

To learn more about the Sperry Van Ness Asset Recovery Team, please visit our website at [www.svnart.com](http://www.svnart.com), or call 817-288-5525.

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**About Sperry Van Ness**

Sperry Van Ness International is headquartered in Irvine, CA. Ranked as one of the most recognized commercial real estate brands in the US by the Lipsey Co., SVN is also one of the largest commercial real estate franchisors in the world with franchisees in 3 countries, 38 states, and 153 markets. Sperry Van Ness franchisees and their Advisors have completed more than \$39 Billion dollars in sales volume on more than 12,000 transactions in the last 4 years alone.

Sperry Van Ness offices are independently owned and operated.

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