

Web-Based Technology Reflects The New Drivers Of CRE Market Efficiency

Driven by the use of evolving technology, commercial real estate professionals have homed in on better processes.

During the past year, since *Commercial Mortgage Insight* last issued its annual Directory Of Commercial Mortgage Technology, there have been additional improvements in processes for both commercial real estate investment activities and the deal-financing aspect of this ever-changing marketplace.

Driven by the need to find and eradicate inefficiencies in commercial real estate investment processes, lenders, investors, developers and asset-backed securities professionals have tapped into the evolution of Web-based processing to accomplish these goals. As technology service providers recognized this drive to greater efficiency, business process managers and sales executives have honed their skills for moving basic number-crunching processes from a user's local computer spreadsheet to an Internet-based application service that functions over secured network connections.

Today, for instance, the origination of commercial real estate loans have evolved to a level that a mortgage broker intermediary shop can perform a simple function of "deal overlay" for a potential deal over multiple lenders' rate cards and term sheets. This is now accomplished by using a Web-based application service, thereby eliminating an inefficient process. This is the extent to which technology has profoundly affected the real estate finance and investment space.

Additionally, there has been some repositioning of players, including developments such as the changing of a company's name; the elimination of

some product lines from a service provider; and the merging of technology platforms over this period. A recent change in the name McCracken Financial Software to EnableUs Inc. is indicative of these developments. The move, according to the company's chief executive officer, is designed to better identify its core competence and to "better reflect the company's mission."

It is against this backdrop that we present this year's edition of the directory, with the goal of giving readers a reference tool of the available technology service providers in the commercial real estate investment and finance space. The directory reflects a nonexhaustive list of participants who have responded to *CMT's* online survey of available products and services to meet the needs of the commercial real estate industry.

We invite you to hold onto this directory and refer to it when your organization requires a provider of technology services to improve your property investment, development, loan portfolio management and CMBS-related funding activities.

BACK TO BASICS INC. - MORSERV

5080 Pinehurst Terrace, Birmingham, AL 35242-3058

☎ (205) 981-0190

☎ (205) 991-8603

✉ *Wilson Hauck, president.*

✉ wilhauck@morserv.com

🌐 www.morserv.com

MORSERV has been providing mortgage loan servicing software since 1983.

The company's system provides transaction support after a loan is closed. These

support services include investor reporting, daily cash management, tax and insurance due monitoring, escrow/impound required calculations and coupon-type payment notices.

BENEDICT GROUP INC.

900 Small Dr., Elizabeth City, NC 27909

☎ (800) 330-4892

✉ *Guy Angione, vice president.*

✉ bgiingo@benedictgroup.com

🌐 www.benedictgroup.com

LOANS! is a servicing, accounting and investor tracking system for many complex loan types, including commercial, consumer and multifamily.

Features of LOANS! include application tracking, billing, payment processing, escrow processing, late charges, collections, loan restructuring, project tracking, document management, financial statements tracking, ACH processing, multi-basis accruals, GL interface, risk assessment and user-defined workflow management.

First developed in 1990, LOANS! is currently available for organizations that use Microsoft's .Net and SQL Server technologies, or the RDBMS of Progress Software Corp.

BRIDGER COMMERCIAL FUNDING

100 Shoreline Hwy., Ste. 100B, Mill Valley, CA 94941

☎ (415) 331-3220

☎ (415) 331-3390

✉ *Peter Grabell, senior vice president, relationship management.*

Directory

Commercial Mortgage Insight®

OF COMMERCIAL MORTGAGE TECHNOLOGY

✉ info@bridgerfunding.com
🌐 www.bridgerfunding.com
Through BridgerFunding.com, Bridger offers banks the most comprehensive set of online tools to generate fee income while managing balance sheet exposure to commercial real estate. Bridger's online technology covers the functions of interactive pricing, application requests, loan progress tracking, underwriting templates, and over 40 live interest rates updated every five minutes.

DEBTX

133 Federal St., 10th Fl., Boston, MA 02110

📞 (617) 531-3400

📠 (617) 531-3499

👤 *William Looney, executive vice president.*

✉ info@debtX.com

🌐 www.debtX.com

DebtX is a full-service loan sale advisor for commercial debt. DebtX helps financial institutions increase profitability and reduce risk by offering comprehensive loan sale advisory services that create liquidity in an institution's loan portfolio. DebtX operates an online marketplace of buyers and sellers of commercial debt, and offers a variety of innovative information services.

ENABLEUS INC.

8 Suburban Park Dr., Billerica, MA 01821-3903

📞 (800) 933-4470

📠 (978) 439-9068

👤 *Mica Moseley, senior vice president, global sales.*

✉ salesinfo@enableus.com

🌐 www.enableus.com

EnableUs CRE streamlines the entire commercial real estate loan lifecycle, including quoting, underwriting, closing, servicing, asset management and securitization. EnableUs CRE allows the servicing of virtually any type of structure on any type of property within a single system. Comprehensive loan data and more detailed analytics at every step of

the process allows users to reduce costs, improve operating efficiency, increase reporting accuracy and lower business risk.

EnableUs Leasing is a multi-lingual, multi-currency solution that simplifies the front-to-back management of leases and assets using robust accounting.

EnableUs is the marriage of two of the world's leaders in commercial and asset finance - McCracken in North America and Orfi in Europe.

FICS®

Financial Industry Computer Systems, Inc.
Mortgage Technology Specialists™

FICS

14285 Midway Rd., Ste. 200, Addison, TX 75001

📞 (972) 458-8583

📠 (972) 458-0863

👤 *Barry Malone, vice president, sales.*

✉ fics@loanware.com

🌐 www.loanware.com

Commercial Servicer manages your servicing operation with asset management and investor reporting, including Fannie Mae, Freddie Mac and Ginnie Mae participations. Other functions include: CMSA/CMBS reporting, borrower and property financial tracking, detailed escrow administration, collections and delinquency control, a customized report and forms generator, import/export ODBC database tools and construction loan management.

Commercial Accountant is an optional add-on package for commercial servicers. It offers subsidiary ledger capabilities that simplify cashflow, daily balancing and bank account reconciliation, and automates the movement of funds and transaction distribution.

GUIDE2MORTGAGE.COM

10 W. Dover St., Easton, MD 21601

📞 (410) 822-4033

📠 (410) 822-7885

👤 *Chris Koch, publisher.*

✉ ckoch@guide2mortgage.com

🌐 www.guide2mortgage.com

Guide2mortgage.com is a research-oriented commercial mortgage lender directory designed for the commercial real estate professional. Users can post properties that are in need of financing, which will be viewed by lenders listed in the directory, or search for lenders. Over 350 direct lenders, representing over \$160 billion of available mortgage capital, participate in this resource for borrowers and brokers.

LENDINGAPPS LLC

6351 Owensmouth Ave., Ste. 202, Woodland Hills, CA 91367

📞 (888) 737-9977

📠 (818) 704-6300

👤 *Peter Jonas, sales manager.*

✉ peter@lendingapps.com

🌐 www.lendingapps.com

Lendingapps.com is a turn-key solution for commercial mortgage loans, which includes training, marketing, origination software and over 100 lenders.

MIDLAND LOAN SERVICES INC.

10851 Mastin Blvd., Ste. 300, Overland Park, KS 66210

📞 (913) 253-9000

📠 (913) 253-9733

👤 *Timothy A. Mazzetti, executive vice president.*

✉ tmazzetti@midlandls.com

🌐 www.midlandls.com

Enterprise! is a technology platform developed specifically to manage the commercial mortgage lifecycle. Enterprise! fully integrates loan origination, securitization, servicing and portfolio management. The browser-based system is designed around an electronic loan file architecture, wherein all data, images and reports are easily accessible.

Shared Servicing is Midland's comprehensive solution that delivers Enterprise! on a secure, hosted basis. It provides clients the option to outsource selected activities on a private-label basis, while retaining direct control of borrower relationships and asset management responsibilities.

OCWEN

1661 Worthington Rd., W. Palm Beach,
FL 33409

☎ (901) 850-0713

☎ (615) 373-1485

👤 *Deborah Winslow, senior manager.*

✉ deborah.winslow@ocwen.com

🌐 www.ocwen.com

Efficiently manage your portfolio and deliver results on time, every time. REAL-Synergy offers a feature-rich life-of-servicing solution, backed by complete consultative training and support.

Managing commercial and multifamily loans and assets has never been easier or more productive. Servicers can manage virtually any loan structure, including ARM, fixed, GSE and CMBS loans on this system. REALSynergy can manage, monitor and track asset management, loss mitigation, and detailed property borrower and guarantor information.

PRINCETON FINANCIAL SYSTEMS

600 College Rd. East, Princeton, NJ
08540

☎ (609) 987-2400

☎ (609) 514-4794

👤 *Cindy Pennell, director, sales.*

✉ info@pfs.com

🌐 www.pfs.com

PAM for Mortgages (PAMmort) is a specialized software application that gives investors the tools to service, manage and account for their mortgage portfolio from commitment to disposition. The tools contained in PAMmort include real-time and as-of online queries, automated payment processing, multiple accounting bases, escrow analysis, commitment tracking and an open architecture that allows interfacing with third-party systems.

TREPP LLC

477 Madison Ave., New York, NY
10022

☎ (212) 754-1010

☎ (212) 832-6738

👤 *Holly Marsilio, marketing manager.*

✉ info@trepp.com

🌐 www.trepp.com

Trepp LLC is a provider of CMBS and commercial mortgage information, analytics and technology to the securities and investment management industries. With offices in New York and London, Trepp meets the needs of both the primary and secondary market with a host of innovative products and services designed specifically for CMBS and commercial mortgage participants. Over 300 firms, including the largest broker dealers, originators, commercial banks and institutional investors hold licenses for Trepp's suite of products for trading, risk management, surveillance and portfolio reporting buyers. ●