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# BEST IN SINGLE-FAMILY INVESTMENTS GUIDE

According to Freddie Mac data from early this year, single-family rentals (SFRs) are the largest source of rental housing in America. Today, more than 40 percent of renters in the United States occupy one of the estimated 16 million investor-owned properties across the nation. The potential for ROI is abundant, but it requires a savvy investment strategy and the wisdom to partner with the right third-party support.

This special section is dedicated to shining a light on the organizations and individuals pushing this sector forward in 2019. Read on to learn more about the best-in-business teams who are partnering with investors to make SFR investment stronger than ever.

# BSI FINANCIAL SERVICES



## KEY PERSONNEL

### Gagan Sharma

President and CEO

### Tim Gillis

EVP, Business Development

### John Lawrence

EVP, Chief Servicing Officer

### Jordan Dorchuck

EVP/General Counsel/Chief Compliance Officer

## CONTACT INFORMATION

**Tim Gillis**, EVP, Business Development  
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## TESTIMONIAL

“BSI Financial’s technology produces loan performance reports that are timely and actionable. The Customer Support team is knowledgeable and responsive.”

– **Ketan Parekh**, Managing Director, Invictus/Verus

**CORPORATE DETAILS:** 1425 Greenway Drive, Suite 400, Irving, TX 75038 | 972.347.4350 | BSIFinancial.com

## COMPANY HISTORY

BSI Financial Services uses data and technology to provide customized solutions and reduce operating risk in loan servicing and subservicing. Established in 1986 and based in Texas, the company pioneers new technology and business processes that mitigate compliance risk while providing lenders, investors, and borrowers technology tools that provide visibility while creating choice and control.

Its institutional knowledge is grounded in 33 years of loan servicing for a variety of real estate loans, including business purpose loans secured by residential one-four unit properties. By virtue of its experience and technology capacity, it is organized and equipped to support product nuances that are often manifest in recently-originated loans that serve special purposes.

## COMPETITIVE ADVANTAGE

BSI Financial’s advantage springs from its stability and its commitment to invest in people, processes, and technology that refine the way that real estate loans are boarded, serviced, and presented to its constituents. Using BSI ASSET360, a proprietary life-of-loan management platform, BSI simplifies loan boarding, identifies documentation anomalies through daily exception analysis, and provides unparalleled visibility into loan status, condition and performance.

BSI’s deep knowledge of loan servicing, combined with input garnered from clients, regulators, investors, ratings agencies and its operations, enable it to identify and quickly resolve service-related issues that affect investors and borrowers. Each day, ASSET360 scours loans for exceptions that are remediated by teams of operations, administration and onboarding teams, eliminating issues that may otherwise generate complaints or give rise to compliance risk.

The Account Management team provides concierge-level service and support that includes new best-practices consultation garnered from BSI’s engagement with clients and investors. BSI Financial strives to provide exemplary service to borrowers through a technology-enabled service team that receives ongoing training and is empowered to resolve issues. Its goal is to achieve a high NPS rating from every borrower it services. Borrowers whose loans are serviced by BSI Financial enjoy 24/7 access to their loan files via desktop and mobile applications, both of which can be private-labeled by lenders to promote their

brands. Both applications enable borrowers to make payments, request documents and submit inquiries that are handled by BSI’s servicing teams.

## BUSINESS LINES, SERVICES AND PRODUCTS

BSI ASSET360 serves as the primary delivery platform for advanced analytics and loan status reporting. Real-time reports detail loan status, condition and portfolio performance, including ROI reporting.

Streamlined loan boarding and transfer processing, coupled with BSI Financial’s exception reporting tools, support a seamless process that helps curtail transitional issues reported by consumers. BSI Financial is also capable of supporting originator self-service processes.

BSI Financial’s Investor Portal offers 24/7 access into standard reports to investors that detail loan- and portfolio-level metrics that are regularly updated. Customized reporting is supported by BSI’s Analytics team.

BSI Financial has extensive knowledge and experience in loan loss mitigation. Dedicated single point-of-contact personnel guide borrowers through processes that result in 71 percent retention and return to loan performance. Borrowers can initiate, monitor and contribute to loss mitigation processing using an online application. Transcripts of calls with borrowers, available for online review and download, provide investors visibility into borrower engagement.

Ancillary services, including title, escrow, default management, and real estate are available through Entra Solutions, a wholly owned division that provides complementary services to lenders and investors. Like BSI Financial, the Entra Solutions team offers professional support using experienced teams.

## INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

- » Gagan Sharma, President and CEO, is named as an EY Entrepreneur of the Year® 2017 Award Finalist in the Southwest Region
- » Gagan Sharma, President and CEO, named a Top 25 Industry Leader in the mortgage industry by *MReport* magazine.
- » BSI Financial named to *Inc.* magazine’s list of the 5,000 fastest-growing private companies in 2015 and 2017.
- » Named to SMU’s Dallas 100 list of entrepreneurial companies in 2017 for the fourth consecutive year.



# COREVEST



## KEY PERSONNEL

### Beth O'Brien

Founder and CEO

### Ryan McBride

COO

### Christopher Hoeffel

CFO

### Joakim Mortensen

Chief Client Officer

“Beth O'Brien and the CoreVest team have single-handedly been the reason why we have had triple-digit growth for the last three years”

—Bruce McNeilage,  
Kinloch Partners

**CORPORATE DETAILS:** 1920 Main St., Suite 850, Irvine, CA 92614 | **New York Office:** 575 Fifth Ave., Suite 21-104, New York, NY 10017 | **Los Angeles Office:** 11611 San Vicente Blvd., Suite 915, Los Angeles, CA 90049 | **Salt Lake City:** 807 East S. Temple, Suite 200, Salt Lake City, UT 84102 | 844.223.2231 | CoreVestFinance.com | info@cvest.com

## CORPORATE PROFILE

CoreVest Finance (previously Colony American Finance) was founded in 2014 to meet the demand for affordable debt capital by a broad range of residential real estate investors. The company's experience and scale enabled it to provide attractively priced loans and bring investment financing from “Wall Street” to “Main Street.” CoreVest has since financed more than 30,000 investment properties and closed over \$4.5 billion in loans, becoming the leading lender to residential real estate investors nationwide. This is a result of its relentless focus on providing investors with the products they need and the service they deserve.

## END-USER CATEGORIES

» Lender/Service

## BUSINESS LINES, SERVICES, AND PRODUCTS

**Custom-built loans for residential real estate investors:** Whether investors are looking to buy and hold or fix and flip, CoreVest can provide the investment capital, offering a full suite of loan products for investors' needs. The company's rental loans provide liquidity and long-term peace of mind to owners of stabilized rental properties and portfolios. Its bridge loans and pre-approved credit lines provide funds to investors with shorter investment horizons.

**Rental property loans:** CoreVest's rental loans allow investors to access long-term financing at a fixed rate. They can use CoreVest loans to unlock existing equity, consolidate other debt, or purchase new rental properties. The company's loan products are flexible to meet the needs of different rental property investors. Loans can range from \$67,500 to \$100 million on single rental properties or portfolios of properties under one blanket loan. The company lends on single-family, 2-4 units, condos, townhomes, or multifamily and offers five, seven, 10, and 30-year terms with up to 75 percent loan-to-value (LTV).

**Credit lines and bridge loans:** CoreVest's pre-approved credit lines and single project bridge loans provide flexible funds to investors looking to acquire, refinance, renovate, or aggregate properties. Rapid appraisals and funding certainty provide investors with the financing edge they need. Loans can range from \$150,000 to \$50 million on single bridge projects or large credit lines for multiple projects. The company lends on single-family, 2-4 units, condos, townhomes, or multifamily and offers 12- to 24-month terms with up to 90 percent LTV. Renovation financing is also available.

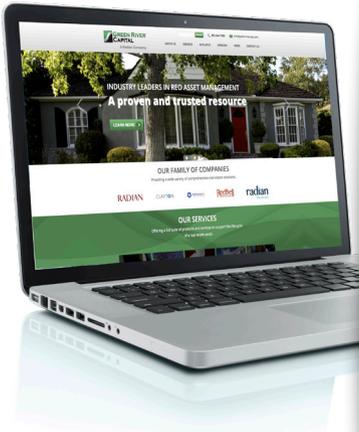
**Build-to-rent loans:** CoreVest also offers Build-To-Rent Complete, a unique program designed to be a one-stop financing solution for experienced developers building new rental properties. It provides certainty of funding not only during the construction phase but also long-term financing once projects have been stabilized.

## COMPETITIVE ADVANTAGE

- » **Experienced - understands the business:** CoreVest has partnered with more than 2,500 borrowers to finance real estate investment properties across the nation and has closed loans in 46 out of 50 states to date.
- » **Efficient - CoreVest gets the deal done:** The company's streamlined closing process and dedicated support allows investors to focus on their business, not paperwork. CoreVest takes care of the rest, closing \$4.5 billion in loans the past 4 years.
- » **Certain - is always ready to fund:** CoreVest has the capital to deliver funds when investors need it, where they need it. Certainty and reliability are the main reasons why the company is the leading lender in its niche – having financed more than 30,000 properties.



# GREEN RIVER CAPITAL, A RADIAN COMPANY



## KEY PERSONNEL

### Eric Ray

Senior EVP, Technology and Transaction Services

### Tim Reilly

EVP, Mortgage Services Operations

### Richard Lundbeck

VP, SFR Operations

### Michael Dziuba

SVP, Enterprise Sales, Mortgage and Real Estate Services

## RADIAN FAMILY OF COMPANIES

Green River Capital is a member of the Radian family of companies, which provide the most comprehensive suite of private mortgage insurance, risk management products, and real estate services in the industry.

- » **Clayton** – loan due diligence and securitization services, servicing oversight and surveillance
- » **Green River Capital** – REO asset management and SFR services
- » **Radian MI** – mortgage insurance
- » **Red Bell Real Estate, LLC** – advanced automated property valuations
- » **Radian Title Services** – national title, closing and settlement services

**CORPORATE DETAILS:** 7730 South Union Park Ave, Suite 400 | Midvale, UT 84047  
info@greenrivercap.com | GreenRiverCap.com

## CORPORATE PROFILE

Green River Capital is a leading real estate services company providing best-in-class services, quality results, and reliable solutions. The company's robust client base includes the GSEs, national and regional banks, servicers, private equity firms, and credit unions. Green River's depth of industry experience and knowledge, flexible technologies, and national network of seasoned industry professionals makes it a trusted and proven resource.

## END-USER CATEGORIES

Lender/Servicer

## BUSINESS LINES, SERVICES, AND PRODUCTS

Green River offers a centralized, single point of contact for facilitating the valuation, diligence, and underwriting services needed to support SFR securitizations, multi-borrower transactions, warehouse facilities, and more. Green River offers a full suite of services that support clients entering the single-family rental space as well as fulfilling the needs of experienced institutional investors and lenders of single-family rental properties:

**Due diligence:** Diligence services include a thorough collateral review and validation of sponsor and/or borrower data, property documentation, and loan files.

**Borrower underwriting:** Each loan is reviewed using provided credit guidelines. The review will ascertain conformance with the guidelines and an appropriate credit event grade will be assigned to each loan.

**Valuation:** Assess current conditions, market value and provide rental analysis of assets with detailed reconciliations, quick turnaround-times, and individual tailoring of results to specific needs.

Primary and back-up property management: A comprehensive transition plan and process to minimize disruption of rental streams and tenant/landlord relationships in the event of default or if a borrower is forced to terminate a property management company.

**Rental management:** Green River contracts with local property managers nationwide to fulfill rental management responsibilities such as overseeing repairs, marketing properties, qualifying tenants, collecting rent, and ensuring good tenant-landlord relationships. Additional responsibilities include paying utilities and HOA dues, initiating evictions, and liquidation services.

## COMPETITIVE ADVANTAGE

- » **Extensive experience:** Green River boasts decades of experience, established best practices, and a robust network of trusted property managers.
- » **Emphasis on valuation:** Reliable valuation is key to Green River's business. The company has invested a tremendous amount in best-in-class valuation products.
- » **Cutting-edge technology:** Green River utilizes proprietary systems that are flexible and SOC1 compliant, allowing it to thoroughly and accurately manage to clients' Key Performance Indicators.

## ADDED VALUE TO CLIENTS

- » As part of the Radian family of companies, Green River's clients have access to a full suite of mortgage and real estate services designed to help them enhance efficiency and maximize profitability across every area of their business.
- » Green River works with clients to identify the next growth opportunities and markets. Recent acquisitions of technology-leading companies demonstrate their commitment to innovation for their clients and providing services that are unmatched in the industry.

## MORNINGSTAR RATED

- » +MOR RV1 Residential Vendor Ranking for Asset Valuation
- » +MOR RS1 Residential Component Servicer Ranking
- » +MOR RV2 Residential Vendor Ranking for Property Management and Surveillance



# PREMIER PROPERTY MANAGEMENT SERVICES



## KEY PERSONNEL

### Edward Cline

President, Real Estate Investment Advisor

### Joe Newtz

Marketing Director

### Randy Klingensmith

Leasing & Business Development Manager

### Patrick Prazenica

CFO

**CORPORATE DETAILS:** 2777 Darlington Road, Beaver Falls, PA 15010 | 724.847.2728  
Info@RentWithPremier.com | RentWithPremier.com

## COMPANY HISTORY

Founded in 1997 by company President Edward Cline, Premier Property Management Services (PPMS) has expanded its footprint across Western Pennsylvania and is the leading full-time, full-service property management company in the region.

## COMPANY DESCRIPTION

PPMS is a full-service property management company that is committed to building long-term relationships with property owners, tenants, and investors. PPMS has a dedicated, experienced staff who understand the local markets and work diligently to find qualified tenants for a wide variety of properties as well as collect rents and manage maintenance requests.

## BUSINESS LINES, SERVICES, AND PRODUCTS

- » **For rental property owners** – PPMS markets the property, finds qualified tenants, collects rents, coordinates maintenance requests, assists with compliance of code requirements, and represents landlords in magisterial court for evictions.
- » **For renters** – PPMS offers a wide variety of rental properties and works diligently to find ideal rentals for potential qualified tenants. They work with the applicant to find the right place at the right price to fit their budget.
- » **For investors** – PPMS provides expert advice and consultation to its full-service management clients and assists with the purchase/sale of investment properties.

## COMPETITIVE ADVANTAGE

Property management is all they do! While many real estate firms mix property management into their operations as an afterthought, PPMS business structure is designed to exclusively manage and market real estate investment properties. The company uses both offline and online marketing to maximize the properties' exposure, and find qualified tenants quicker. A meticulous approach to property management is essential since it is an all-day, around-the-clock responsibility. Their comprehensive application process includes a credit report, criminal records, rental history, and income verification. They also confirm utility services, execute leases, and collect rents. Additionally, PPMS stays up-to-date on licensing requirements, local ordinances, and state laws and regulations with respect to tenant/landlord requirements and responsibilities. PPMS also uses state-of-the-art technology and time-tested, fully-documented policies, and industry-recommended procedures, which help the company set the standard as the leading full-service property management company in the region.

## KEYS TO SUCCESS

A competent property manager can add significant value to your investment, which is why many seasoned real estate investors proclaim that a good management company is worth their weight in gold. PPMS is an industry leader because it specializes exclusively in property management. Over the years, it has saved property owners a lot of stress, time, and money. PPMS has established itself as a trusted and competent resource with high service standards and a proven track record since 1997.



# RCN CAPITAL



## KEY PERSONNEL

**Jeffrey Tesch,**  
Managing Director

**Deborah Ordille**  
VP of Lending

**Terri Gaskell**  
Operations Manager

**Erica LaCentra**  
Director of Marketing

## STAFFING

- » Number of company employees – 65

## INDUSTRY AWARDS, ACCOLADES, AND MILESTONES

- » *National Mortgage Professional's Top Mortgage Employer Award 2015-2019*
- » *Pitbull Conference Rehab Lender of the Year in 2017*
- » *National Alliance of Commercial Loan Brokers Best Broker Program in 2018*

**CORPORATE DETAILS:** 75 Gerber Road E., Suite 102, South Windsor, CT 06074 | 860.432.5858  
Info@RCNCapital.com | RCNCapital.com

## COMPANY HISTORY

RCN Capital, LLC was established in 2010 to provide time-sensitive, bridge financing to real estate investors to fund the purchase of non-owner occupied residential and commercial properties. Formed towards the end of the recession, RCN Capital has benefited from a turbulent housing market in which many real estate investors see great opportunity. A lack of liquidity in the credit markets and increased regulation of the banking industry has restricted conventional financing as an option for investors in fast-moving and competitive real estate markets. As the nation's premier direct private lender, RCN Capital helps fill this void.

## COMPANY DESCRIPTION

RCN Capital is a national, direct, private lender. Established in 2010, the company provides short-term and long-term commercial loans ranging from \$50K to \$2.5M+ for the purchase of non-owner occupied residential and commercial properties, financing of renovation projects, and bridge funding. RCN Capital lends to experienced real estate professionals and investors throughout the country. The company provides quick responses to time-sensitive loans. At RCN Capital, referrals are valued and brokers are protected. RCN Capital lends in 44 states with the exception of Alaska, Minnesota, North Dakota, South Dakota, Vermont, and Oregon.

## BUSINESS LINES, SERVICES, AND PRODUCTS

RCN Capital offers short-term fix and flip financing. Their after-repair value program provides funding for both the purchase and renovation of non-owner occupied single-family, and multi-family properties. RCN provides up to 85 percent of the purchase price plus 100 percent of the renovation costs as long as it does not exceed 75 percent of the after-repair value. RCN also offers 15-year and 30-year fixed rate long-term programs for investors that are looking to buy and hold investment properties.

## TOP BENEFITS

- » As a direct lender, all RCN loans are underwritten and approved in-house, assuring that it can be closed quickly, often in as few as 10 business days.
- » Their nationwide scope allows them to work with investors throughout the country. In cases where real estate professionals are looking to invest in multiple states, the process is identical regardless of where the property is located.
- » With RCN's ARV loan program, they do not charge interest on the hold back only on disbursed funds, saving investors money over the term of their project. RCN also saves its investors money by having no prepayment penalties on the ARV program.

## COMPETITIVE ADVANTAGE

What sets RCN Capital apart from their competitors are the company's loan programs and rates. Because of RCN's size, they have the ability to be more competitive than most other private lenders. They also pride themselves on personalized service with one on one contact with a loan officer. This ensures brokers and borrowers receive personalized attention that many tech-centric private lenders don't offer.

## KEYS TO SUCCESS

The key to RCN's success is that they invest in the highest quality team members they possibly can, and provide them with the tools they need to be successful. That has allowed RCN to build a customer-centric company with the idea that it treats its customers as good as it treats its employees. RCN not only offers tech solutions to customers but have also invested in their employees to ensure their customers receive the highest level of customer service from intake to post-closing. RCN also retains complete control of the rehab process so that customers are interacting with members of its servicing team, enabling one-on-one communication from the initial draw request through the pay-off.

**RCN**  
CAPITAL