



Lender Services

Urban Realty Solutions understands the needs of the real estate lending community, and has experience in all phases of loan underwriting. In addition to providing market value appraisals for many years, Linwood Gilbert was a former construction lender and special assets officer. He has helped assemble lender packages for numerous developers and has prepared packages for his own developments. URS understands banking requirements and can help identify and overcome potential problems.

In addition to analyzing the character, credit and capacity of the borrower, prudent loan underwriting requires assurance that the underlying real estate collateral will guard the lender against loss. URS provides a wide range of services tailored to the needs of our lender clients, ranging from affordable short-form restricted use or condensed reports when real estate is taken in an abundance of caution, to complete, self contained narrative reports, and including limited scope appraisals when the loan amount is small.

While we always suggest a complete and thorough market analysis, an abbreviated study may be warranted when the loan ratio is low and the borrower is well known. Just ask. We will tell you if there is a less expensive method to achieve the same goal.

As our economy slows, project sales or leasing may fail to meet projections.

Lenders need to ask:

- Is the market over-supplied?
- Is the oversupply systemic or just within our niche?
- Is the competition nearly sold out and will our project soon have a monopoly, or should we limit our losses as even more competition comes on line?
- Is our project well positioned and being properly marketed, or has the developer already started easing out the back door?
- Is the interest reserve adequate?

If the answers to these questions are not already known, it may be time to update the market study and cash flow projections. If the answer is grim, we can recommend project repositioning or even step in as a receiver or interim project manager. We have experience at 24-hour takeover and can help renegotiate construction and marketing contracts.