

## IMN Borrower & Investor Forum: Bridge Loans

IMN Borrower & Investor Forum (New York, NY)  
11.1.16

Steven Coury will moderate the panel "Bridge Loans" at the *IMN Borrower & Investor Forum on Real Estate Mezzanine Financing & Subordinated Debt* held on November 1, 2016. White and Williams is a returning sponsor of the event.

The two-day conference brings property owners, developers and the lending community together to discuss strategies for sourcing and arranging financing from both perspectives. It also address the latest investment strategies for real estate mezzanine/sub-debt finance investors.

Steven's program will address questions, such as:

- In a crowded market, how are you differentiating your bridge lending program from the competition? Do borrowers have their 'pick of the crop'? Which borrower/deal types are still facing a challenge in securing bridge financing?
- Is the bridge lending market saturated or is there still room for new providers? What innovation is the market seeing? Any notable changes in deal structure? Key market trends? What can this market expect in 2017? Are you expecting to reap the benefits of the Wall of Maturities?
- With interest rate hikes expected, how are you approaching interest rate risk mitigation in your financing strategies? How are you underwriting at this point in the cycle?
- Who are your sources of capital and what is their risk appetite? What are your/your investors' preferred asset classes/geos/deal size. What will you not touch? To what degree are defaults a concern today? What protections do you put in place?

Panelists:

Randy Reiff, CEO & CIO, Allegiant Real Estate Capital

Deniis Russo, Chair of New York Real Estate, BakerHostetler

Kunle Shoyombo, CIO, Basis Investment Group

Aaron Casden, Managing Director, Benefit Street Partners

Dennis Schuh, Chief Originations Officer, Starwood Property Trust

Additional information is available [here](#).

### KEY ATTORNEYS

Steven Coury

### PRACTICE AREAS

Finance

Mortgage, Mezzanine and Preferred Equity

Real Estate