

For Immediate Release

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RSA MORTGAGE BROKERAGE GROWS 35 PERCENT YEAR-TO-YEAR SERVING OWNERS OF MULTI-FAMILY, MIXED-USE AND COMMERCIAL BUILDINGS UNDER LEADERSHIP OF CEO WANDA PEARSON

New York, October 3, 2017--RSA Mortgage Brokerage LLC is experiencing strong demand for its commercial mortgage brokerage services “as awareness grows of our expertise, extensive lending sources, creative perspectives and innovative solutions that help our clients obtain financing,” said Wanda Pearson, CEO of RSA Mortgage Brokerage.

Established in 2014, RSA Mortgage Brokerage is a joint venture between the NYC Housing Partnership and the Rent Stabilization Association (RSA.)

“Our quarterly volume is up by 35 percent over 2016 as we respond to steadily increasing requests for commercial mortgages and lines of credit,” said Ms. Pearson. We see this trend continuing as we expand our marketing activities which include seminars for landlords on topics such as ABC’s of Mortgage Financing and, Overcoming Credit Obstacles,” she said.

“Our pipeline is expanding with a wide range of deal structures reflecting our ability to meet the demands of larger clients. We are negotiating terms with lenders for loans up to \$30 million,” said Ms. Pearson, RSA Mortgage Brokerage’s CEO/Managing Broker.

She pointed out there are no ‘typical’ deals – each has its own set of complexities.

“We have garnered name recognition for excellent broker services on loans that involve complex issues such as trusts, buy-outs, rent stabilization status, multiple-building financing and 1031 exchanges,” she said.

“We recently closed two \$6 million loans, one in Chinatown – the other in Jackson Heights. The Manhattan deal was a package of six buildings with 3 retail units and 28 apartments. The other was a landmark, mixed-use building in Queens with 9 retail units and 37 apartments. Owners recognize RSA Mortgage Brokerage’s ability to deliver exceptional loans that accommodate their needs,” she said.

Ms. Pearson emphasized, “RSA Mortgage Brokerage’s continued success will be driven by its ability to match the client’s short and long term asset strategies with the best financing products available. Our brokerage will continue to put the best interests of our clients first.”

RSA Mortgage Brokerage can arrange financing at competitive rates and terms for owners of a range of property types: multi-family, mixed-use, retail, office, warehouse, owner occupied, medical office, single tenant, master tenant, commercial condos and underlying co-ops.

“RSA Mortgage Brokerage is a unique partnership between the Housing Partnership, a long term, successful facilitator of affordable housing and the RSA, the largest industry association in New York City exclusively dedicated to serving the interests of 25,000 property owners and agents of approximately one million units of housing in the City’s five boroughs,” said Jack Freund, RSA Executive Vice President. “We are pleased to provide mortgage brokerage services to building owners who may not have been able to readily obtain financing otherwise,” he said.

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