

Tony Seruga Of Prospector Capital Partners Releases New Information On Commercial Real Estate

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As one of Manhattan, New York's leading private commercial lenders, Prospector Capital Partners is a company that aims to provide timely, reliable and customized solutions to its clients. One of the company's Managing Directors, Tony Seruga, is committed to progress, and believes in structured change. Through the company, he continues to push the advancement of commercial real estate, and has recently shared sales and investment tips for professionals that focus in the commercial and real estate space.

The recent evolution and development of the commercial real estate market has affected financial communities. Often, traditional lenders are unable to provide necessary financing solutions. Prospector Capital Partners recognizes the importance of finding creative solutions to non-conforming opportunities in an expedited manner. "I know firsthand that capital markets are constantly changing," Seruga stated. "This is one of the many reasons why I would like investors and sales professionals to focus on the commercial real estate space in this new era," he explained.

In order to focus on today's commercial real estate market, one has to be aware of the many facets that affect financial outcomes. According to Seruga, knowing your commercial lenders is critical because it presents

business opportunities in the future. He also advised investors to create relationships with Mezzanine lenders. Moreover, sales professionals are encouraged to ask clients about their liquid assets and other investments, because this might lead to a sales assignment. Seruga also endorses advising their clients whose loans are in default to work out a solution through restructuring. Finally, Seruga stated that investors and sales teams should know their receivers (asset receivers, trustees, bankruptcy attorneys) because they may lead to more sales opportunities. The Prospector Capital Partners' Managing Director carefully lays out his tips in full on both https://www.linkedin.com/in/tonyseruga and http://www.prospectorcapital.com.

Prospector Capital Partners continues to enforce fair lending policies and continues to offer its exemplary services to its clients. The company's proven experience in the financing industry has already helped thousands obtain, restructure, and refinance loans. The Wall Street firm strives to provide effective real estate and commercial financing solutions, with Tony Seruga at the helm.

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Prospector Capital Partners

Prospector Capital Partners offers many debt/equity strategies for real estate investors including first trust deeds, bridge loans, mezzanine, DIP, Super C, triage loans, fundraising, capital formation and capital placement.

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