BISCRED

CASE STUDY

Qualified Borrowers Indentified

Learn how our client leveraged CREspecific industry and asset information to locate new borrowers who need financing.

Pers	on Company	10,840 Results Save Search	Q New Search	Company Ass
	lumns 🗘 Actions			Tota
	NAME A	ASSET EXPERIENCE	HQ CITY 🗘	8.500 7.000 6,799
	063 Bozeman	Mixed Use, Multifamily	Denver	6,000 5,000
	1-800-Self Storage.com	Self Storage	Southfield	4,000 3,000 2,000
	1/ST Group of Companies	Entertainment Facilities, Hospitality, Multifamily, Office, Retail	Hallandale	1,000
	10 Federal	Multifamily, Self Storage	Brentwood	Multifamily
	100 Market Group	Entertainment Facilities, Hospitality, Mixed Use, Office, Retail	Portsmouth	All Company Asse
	101 Holdings	Mixed Use, Office, Retail	New York	Multifamily
	1045 Commercial Real Estate	Industrial, Retail	Chesterfield	Retail Office
	11 Capital	Multifamily, Self Storage, Student Housing	Kirkland	Mixed Use Industrial Hospitality Healthcare
	11 Development	Multifamily	Wellesley	
	11 Million Acres	Sustainable Energy	Chicago	
	12 Oak Senior Living	Senior Living	North Dallas	See More
	12M Investment Properties	Multifamily	Dripping Springs	Company Hea
	13th Floor Investments	Hospitality, Industrial, Land, Mixed Use, Multifamily, Office, Retail	Coconut Grove	То
	174 Power Global	Sustainable Energy	Irvine	2,200 2,000 1,689

Challenge

A top private real estate lender needed to directly generate more meaningful and consistent interaction with borrowers. They had financing available but identifying new companies within their target persona became a bottleneck.

Solution

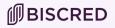
Leadership used Biscred's commercial real estate database to discover qualified borrowers including owners, investors, developers, and operators who work in multifamily, affordable housing, or senior housing.

Impact

Biscred's contact data immediately unlocked new opportunities. They were able to nurture and activate relationships with potential borrowers leading to \$20M in originations. "Finding contact information for borrowers with Biscred is simple. It has saved us so much time and made hitting our targets much easier."

BridgeInvest

Assoc. Originations



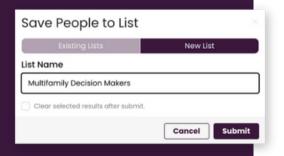
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Solution Deep Dive

Leadership used Biscred to discover owners, operators and developers in the multifamily and affordable housing sectors. They identified key decision-makers to include in their email campaigns and digital advertising efforts.







Discover

Biscred's criteria search makes finding decisionmakers within commercial real estate easier than any other prospecting tool on the market. Select from CREspecific industries, company and contact asset experience, property count, and more to make sure your search always returns the right results.

Identify

Identify key decision-makers from your target audience at a glance. Use the search summary tool to quickly view the breakdown of your results. Further, narrow your search by any filter criteria using the right panel.

Target

Instead of spending hours a week prospecting, your list is ready in a matter of minutes. Save contacts or companies to a list to export into your next campaign or send directly into your CRM. From email marketing to cold calling Biscred makes it easy to smash your growth targets.

See More.

MBISCRED

At a Glance

Finding the right leads in commercial real estate is time-consuming. Learn more about how our product is designed to simplify CRE prospecting.

Search Criteria
Made for Navigating CRE

Instead of spending hours a week prospecting, your list is ready in a matter of minutes. Save contacts or companies to a list to export into your next campaign or send directly into your CRM. From email marketing to cold calling Biscred makes it easy to smash your growth targets.

Industry

Developer, operator and 30 more

Asset Class

Industrial, multifamily and 20 more

Geography

Region, state, metro and city

Senority

5 seniorities and 35 iob titles

Aerial Development Group

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Company Size Number of employees

Property Count

Number of buildings

The data points you need to drive growth:

- First & Last Name
- Email Address
- Phone Number
- LinkedIn Profile
- Job Title & Seniority

- Company
- Industry
- Asset Class
- City & State

✓ Multifamily ✓ 5-20 Cor ✓ Real Estate Developer ASSET About Real Estate Investment Firm, Operator, Developer 1/ST Group of Companies Retail, Legal Name: 13th Floor In Also Known As: 13th Floor 13th Floor Investments Real Estate Investments, Developer Multifor Company Locations 2nd Wave Development Real Estate Investment Firm, Developer Multife 330 Southwest 2nd Street Fort Louderdole, Florida, 33312 908 Group Real Estate Investment Firm, Developer Stude **Company Industries** A-Rod Real Estate Investment Firm, Developer Multif Real Estate Investment Firm - Developer Abacus Capital USA Real Estate Investment Firm, Developer Multif Company Asset Experience Abbhi Copitol Real Estate Investment Firm, Operator, Deve Multiformily Hosp Company Size Abramson Properties Real Estate Investment Firm, Developer, General C. MultiP · 2 contacts on Biscred 1 location on Biscred ver Development oper, Real Estate Investment Firm Multi 5 estimated properties in ACRUVA Community Developers Real Estate Investment Firm, Developer Multif Adler Financial Group Real Estate Investment Firm, Developer, Lender - D. Multif

Developer, Real Estate Investment Firm

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"Biscred has increased the number of qualified leads within my ICP by letting me search by specific criteria like industry, asset experience, and property count. It's a huge upgrade to my targeting strategy."

Director, Sales **Empowered Buildings**

