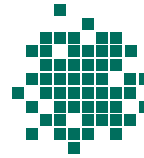
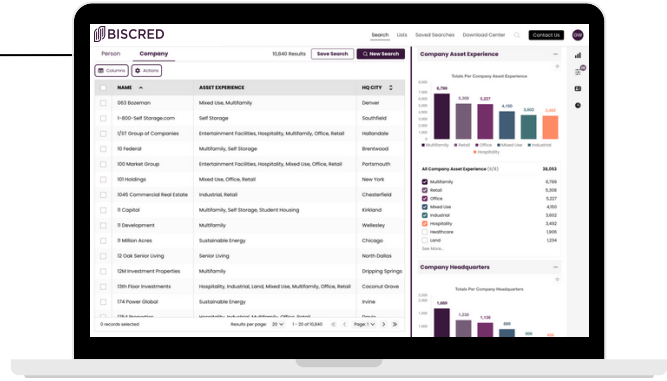



CASE STUDY

Qualified Borrowers Identified


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






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

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 decision-makers within commercial real estate easier than any other prospecting tool on the market. Select from CRE-specific industries, company and contact asset experience, property count, and more to make sure your search always returns the right results.

NAME	COMPANY	SENIORITY	ASSET EXPERIENCE
Aaron Amelin	The Domain Companies	Chief Operating Officer	Entertainment Facility
Aaron Brown	HayMax Capital	Principal	Hospitality
Aaron Clemens	Clemens Real Estate	Founder	Healthcare, Hospital
Aaron Cohen	Arts + Crafts Holdings	Partner	Hospitality, Mixed Use
Aaron Cornish	Boston Properties	Partner	Healthcare, Hospital
Aaron Dent	Tishman Spayer	Other C-Suite	Affordable Housing
Aaron Ellison	GrayCo	Chief Financial Officer	Entertainment Facility
Aaron Feldman	Sunwood Enterprises	Chairman	Entertainment Facility
Aaron Fenton	Concierge Management and Development	Partner	Entertainment Facility
Aaron Gorch	Cedar Grove Capital	Founder	Multifamily
Aaron Greeno	Dune Real Estate Partners	Partner	Hospitality, Mixed Use
Aaron Hara	Brookfield Asset Management	Chief Investment Officer	Healthcare, Hospital
Aaron Haughey	TOR Development	Partner	Affordable Housing
Aaron Henry	Veeva Group	Chief Financial Officer	Affordable Housing

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.



At a glance

Finding the right leads in commercial real estate is time-consuming. That's why we made Biscred. Learn more about how our product is designed to simplify CRE prospecting.

Filters: Florida, Real Estate Developer, Multifamily, 5-20 Com

NAME	INDUSTRY	ASSET EX
1/ST Group of Companies	Real Estate Investment Firm, Operator, Developer	Retail, O
13th Floor Investments	Real Estate Investments, Developer	Multifam
2nd Wave Development	Real Estate Investment Firm, Developer	Multifam
908 Group	Real Estate Investment Firm, Developer	Student
A-Rod	Real Estate Investment Firm, Developer	Multifam
Abacus Capital USA	Real Estate Investment Firm, Developer	Multifam
Abbhi Capital	Real Estate Investment Firm, Operator, Developer	Hospita
Abramson Properties	Real Estate Investment Firm, Developer, General C...	Multifam
Achiever Development	Developer, Real Estate Investment Firm	Multifam
ACRVA Community Developers	Real Estate Investment Firm, Developer	Multifam
Adler Financial Group	Real Estate Investment Firm, Developer, Lender - D...	Multifam
Aerial Development Group	Developer, Real Estate Investment Firm	Multifam

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13th Floor Investments

13thfloorinvestments.com

About
 Legal Name: 13th Floor Investments, LLC
 Also Known As: 13th Floor

Company Locations
 330 Southwest 2nd Street
 Fort Lauderdale, Florida, 33302

Company Industries
 • Real Estate Investment Firm
 • Developer

Company Asset Experience
 • Multifamily

Company Size
 • 2 contacts on Biscred
 • 1 location on Biscred
 • 5 estimated properties in portfolio

View people at 13th Floor Investments

Save Company

Search criteria made for navigating CRE

Industry

- Developer, operator and 30 more

Asset Class

- Industrial, multifamily and 20 more

Geography

- Region, state and city

Seniority

- 5 seniorities and 35 job titles

Company Contact Count

- 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

Florida Developer Campaign

Name	Job Title	Email	Phone
Jane Doe	Marketing Manager	jane@13f.com	555-555-5555
John Major	Asset Manager	john@13f.com	555-555-6666
Christopher Mick	Asst. Manager	chrisk@13f.com	555-555-7777
Jessica Williams	Marketing Coordinator	jwilliams@13fgroup.com	555-555-8888
			555-555-9999
			555-555-0000
			555-555-1111
			555-555-2222

Save Jane Doe to a List

Existing Lists: Florida Developer Campaign

New Lists

Search Type: Florida Developer Campaign

SAVE CANCEL



"Biscred allows our team to be **much more efficient in our research and outreach**. Its laser focus on the CRE vertical brings a tremendous amount of trust and efficiency to our processes."

EVP OF GROWTH
Local Logic