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## **New Collaboration in NYC: Eastern Union Funding and Epic Commercial Realty**

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### ***Leading Mortgage Brokerage Sets Up Shop Inside Investment Sales Boutique's NYC Office, Delivers Improved Access to Financing and Real Time Lending Market Info***

**(September 18, 2017 – New York, NY)** – Eastern Union Funding (Eastern) and Epic Commercial Realty (Epic) announced today a new collaboration that will see one of Eastern's leading mortgage brokers locate within Epic's offices as part of an effort to enhance Epic's ability to source financing for investment sales deals and obtain immediate access to real time financing market information through their Quotes and Term Sheets (QTS) department. The agreement is designed to improve access to financing sources for Epic's clients and provide better lending market information to its brokers, while also providing a new pipeline of transactional opportunities to the Eastern mortgage team.

Under the arrangement put together by Eastern's Director of Business Development, Aryeh Miller, Epic's Manhattan offices will host a broker provided by Eastern Union as the point person to provide rapid commercial mortgage quotes that are needed for Epic's clients, who are acquiring properties on a daily basis. Epic will also have immediate access to Eastern's in-house banking and equity departments to receive updated market information, and exclusive sign-in access through the Eastern Union App to proprietary information regarding recent loan terms, quotes, and comps. Epic will gain the ability to have properties listed on the Eastern Union App, with broker names linked to property listings that are made available to Eastern's extensive client list. Later in the relationship it is expected that Epic brokers will be able to target and "push" their listings to specific owners within Eastern's database.

"Deals are often only as good as the financing they receive." said Ira Zlotowitz, President of Eastern Union Funding. "It's a win-win for both parties. The Epic team gets great access to financing options for their investors and in return our lending clients gain access to the deals Epic is working on."

“We believe that this collaboration will be extremely beneficial to both Epic and Eastern,” said Sasi Elya, CEO of Epic. “We chose to work with Eastern Union because of their reputation as a trusted advisor focusing strictly on debt and equity financing. Working together will keep both companies ahead of the curve by leveraging technology and data. Unlike other firms with financing alliances, this deal includes no tie-ins and clients have no obligation to use these services. Each of us will be providing the other with beneficial market information and quality leads that can help make transactions happen. It’s an exciting arrangement for everyone involved.”

### **About Eastern Union Funding**

As the most trusted commercial real estate mortgage brokerage firm in the U.S., Eastern Union closes an average of \$3.5 billion annually, with a market share far outpacing the industry. Working with over 100 lenders, we consistently close loans on multifamily, mixed-use, medical, single-tenant properties and properties in every category. To meet surging demand and assure the best service in the industry, Eastern Union funnels deals through a one-of-a-kind QTS (Quotes and Term Sheets) Division, guaranteeing our clients the absolute best terms by having the QTS team initially processing and following up every deal thereby advising lenders by knowing the appetites of every bank our brokers deal with, company-wide.

### **About Epic Commercial Realty**

EPIC Commercial Realty is a full-service commercial investment brokerage firm that provides comprehensive and innovative real estate solutions to investors, property owners, and corporations worldwide. EPIC Commercial Realty is dedicated to continuously developing dynamic relationships resulting in increased capital beyond the expectation of our clients. Through such principles as integrity and hard work, we strive to develop into an esteemed commercial investment resource for property owners, investors, and corporations worldwide.