



Quarterly Update

May 2022



## Seller beware: crazy high bids for commercial debt

Thirteen bids. The winning bid was astronomically high. What could go wrong for the delighted seller? Plenty, in the world of commercial finance.

While selling off commercial debt is a smart, established practice for banks, equipment finance companies, fintech lenders and merchant cash advance businesses, a recent experience reminds us why lenders and lessors should be wary of high bids far exceeding the fair market value.

[MORE](#)

### 2022 Commercial Debt Sales by Fintech Lenders

#### What's being sold?

Non-performing loans and leases, merchant cash advance (MCA)

#### Vintage?

Mostly post-charge-off, both zero agency and post agency

#### Balance segments?

Any balance segments can be packaged together for sale

Source: TBF Financial | [tbfgroup.com](http://tbfgroup.com)

## Rising debt will shift fintechs to commercial debt sales

Small business loan approvals are climbing. That's good news. But the rising volume also means fintech lenders will be stuck with more non-performing loans as a certain percentage of borrowers default and collection attempts fail.

To help manage rising charge-offs, fintech lenders will lean more heavily on commercial debt sales as the year progresses. Our CEO discusses what's coming next in his *LendIt Fintech News* guest blog.

[MORE](#)



## On the road to Washington, D.C.

Our CEO Brett Boehm travels to the nation's capital this month for the Equipment Leasing and Finance Association (ELFA) membership committee meeting. The ELFA does a tremendous job promoting the equipment finance industry, and Brett has been active in the organization for years. While in Washington, we hope Brett will have a chance to also see the city's spectacular monuments by moonlight.

---



Photo Courtesy of © Mike Borkowski, DroNation

## Celebrating Chicago's North Shore

There is a lot of talk about hybrid and remote work these days, but our core staff members are enjoying working together at TBF Financial headquarters in Highwood, Illinois, in Chicago's North Shore. We couldn't be more pleased with the location and added space since we moved here last year. Our building is just down the road from the scenic, preserved park lands of [Fort Sheridan](#), hugging the shores of Lake Michigan.

---

**Need strategies for managing charged-off commercial loans, leases and merchant cash advance? [Visit our website.](#)**

---



*Brett Boehm* is CEO for TBF Financial. He can be reached at [bboehm@tbfgroup.com](mailto:bboehm@tbfgroup.com), 847-267-0660 or via [LinkedIn](#) or [Twitter](#).



Visit our Website

TBF Financial | 870 Sheridan Road, Highwood, IL 60040

[Unsubscribe](#) [cjones@scapr.com](mailto:cjones@scapr.com)

[Update Profile](#) | [Constant Contact Data Notice](#)

Sent by [bybboehm@tbfgroup.com](mailto:bybboehm@tbfgroup.com) powered by



Try email marketing for free today!