

# RealEstate BUSINESS REVIEW

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COMMERCIAL REAL  
ESTATE LENDING  
SERVICES  
EDITION





# Nexus Private Capital

## Speed and Efficiency—the Key to Success in Real Estate

**N**exus Private Capital, a prominent real estate financing company, stands out for its commitment to providing invaluable expertise to elevate its clients' real estate projects. Catering primarily to small residential fix-and-flip investors and builders, the firm follows a customer-focused approach, where clients can directly engage with decision-makers, ensuring a personalized and efficient service experience.

In the current real estate financing landscape, borrowers encounter counterproductive macroeconomic factors like rising interest rates and capital scarcity. These challenges significantly extend holding cycles and hinder property sales. In response, Nexus Private Capital operates with remarkable efficiency, attracting quality borrowers seeking alternative lending solutions. The firm consistently closes loans in 10 days or less, a feat that conventional lenders rarely achieve. The firm showcases exceptional operational agility by providing prompt responses, being reliable, and maintaining a streamlined process. This approach fosters trust and loyalty among borrowers, ensuring a seamless experience from loan inquiry to closing.

“When banks retreat from lending, borrowers often turn to unconventional lenders like us for our reliability, decision-making speed, and consistency in honoring promises and exceeding expectations,” states Cortlandt Chalfant, managing member at Nexus Private Capital.

Recognizing that its primary clients operate on tight timelines, Nexus

Private Capital implements a tailored client engagement process. It starts with a straightforward loan inquiry form on its website, allowing for prompt responses and conditional financing offers within 24 hours. This approach, combined with personalized underwriting and rapid decision-making, meets the specific needs of clients for their real estate projects.

A testament to Nexus Private Capital's impact is reflected in the success stories of its clients, many of whom are minorities engaged in residential real estate investments. Often small husband-and-wife teams or individuals transitioning from corporate roles to entrepreneurship, find a vital partner in the firm, which provides essential capital to fuel their business ventures. By bridging the gap in capital requirements, Nexus Private Capital empowers clients to pursue their real estate projects with confidence.

The company's competitive edge is grounded in a steadfast commitment to closing loans on-time, every time and never moving the goal posts. Its reliability, swift decision-making, and transparent communication ensure that it never fails to keep the promises it makes. With a proven record of high client referral rates and repeat business, Nexus Private Capital is considered a trusted partner for real estate financing needs.



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Nexus Private Capital's story is a testament to its commitment to providing exceptional service, expertise, and support to its clients. Its ability to navigate the complexities of the real estate financing market with agility and integrity makes the company a highly sought-after lender. Built on the foundation of trust, efficiency, and uncompromising client satisfaction, Nexus Private Capital empowers small residential investors and builders to achieve their real estate goals. This dedication goes beyond simply providing financing; it is about fostering a genuine partnership where clients can leverage its extensive industry knowledge to boost their projects from the beginning. **RB**



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