

Revolutionized Financing Solutions

Sonata Transformed the Loan Management Process for a Leading Real Estate Lender



Client Overview:

The client is a leading investment bank and mortgage broker in the United States. Client offers tailored lending solutions to real estate investors and developers primarily in the residential industry. Client supports the Next Phase of Growth in the Real Estate Market with a digital solution.

Revenue
\$25.4 M

Employees
141

Line of Business
**Investment
Banking**

Pressure Points:

The Client faced challenges with their existing loan management system, leading to delays in loan application processing and limited scalability. The client set out to bring in new investments and revolutionize their products for professional developers and home care finance solutions under increasing pressure to remain competitive and satisfy customers.

Excel-based manual processes were used

Looking for a portal to help with loan application processing

Intended to improve the services they provided to customers

Aims to satisfy the growing need for financial solutions in the home care business

Recognized the necessity for automation.

Solutions:

Recognizing the increasing complexity and diversity of the real estate industry's demands, Sonata launched a strategic initiative to revolutionize loan services and deliver comprehensive solutions for commercial real estate customers.

Services - Application Modernization, Platform enhancement and Testing

Created a versatile Borrower Portal for CRE loan borrowers using .NET, SQL Server, Angular, and Native React. Deployed on Azure and AWS, it supports web and mobile devices

Automated loan processes for end users, including application submission, checklists, withdrawals, pay-offs, and extensions

Sonata crafted customized financing solutions for real estate segments like Fix and Flippers, Urban Condo Developers, and Luxury Homebuilders, catering to their distinct needs

Sonata focused on building an advanced lending platform for market expansion, new product introduction, and nationwide reach.

Results that Speak Volumes:

Versatile scalability

Enhanced market penetration

Improved customer engagement

Streamlined borrowing process

Amplified business opportunities