

MEDIA ADVISORY



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Madison Commercial Real Estate Services Announces the Launch of New Equipment Financing Company

LAKEWOOD, N.J - Madison Commercial Real Estate Services (MCRES) announces the newest addition to its portfolio of specialty service companies with the launch of Madison Equipment Financing, LLC. In making the announcement, Madison's Director of Operations Elliot S. Zaks stated, "This exciting new venture is a natural extension of our commitment to provide our clients full-service coverage for all their commercial needs. Businesses can now turn to us for lease financing options of the highest quality, knowing that they can depend on the reliability and trustworthiness of the Madison name."

With over 80 percent of American businesses leasing a portion of their equipment, lease financing is an essential component of any successful business plan. Leasing, rather than buying equipment, offers a number of advantages, says respected industry veteran and Madison Equipment Financing Chief Executive Officer Warren Axelrod. "Businesses can optimally manage their cash flow and lines of credit," he noted, "while achieving other benefits such as flexible payment options, streamlined documentation, minimal down payments and possible tax advantages. We plan to leverage our existing relationships with Madison's valued lenders and develop new strategic alliances to provide our customers with a diverse range of funding alternatives."

With 20 years of commercial finance experience, Axelrod was most recently with MagnetBank. As CEO of Madison Equipment Financing, he heads up an experienced team of reputable finance specialists with broad experience in a wide array of industries. "We understand the needs of our clients, whether they're looking to lease office equipment, an MRI machine or a printing press," said Axelrod, "and we offer a full range of payment schedules and lease options to assist them." As a member of the MCRES corporate family, Madison Equipment Financing benefits from the institutional strength and support of each of the umbrella organization's specialized services. In addition to Madison Equipment Financing, this group of independent but related companies includes: Madison Title Agency, a nation-wide title agency that handles searches, writes policies, manages transactions and provides closing and escrow services in all 50 states; Madison SPECS, offering expert cost segregation studies; Madison Exchange, one of the nation's leading Qualified Intermediaries handling §1031 real property exchanges; LeaseProbe, the only company in the U.S. devoted exclusively to the production of commercial lease abstracts; and Real Diligence, providing accurate and reliable financial due diligence for commercial real estate acquisitions.

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