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The Big Payoff - The Challenges and Rewards of Making Discounted Payoffs on Performing Loans

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The Institutional Real Estate Letter – North America

John Kuhl, Amy Wells and John Trott co-authored the article "The Big Payoff - The Challenges and Rewards of Making Discounted Payoffs on Performing Loans" in the June 2010 volume of *The Institutional Real Estate Letter – North America*.

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