YieldStack AI Launches Co-Brokerage to Commercial Mortgage Brokers Who Keep Their Client and Fee

Application-only program gives approved brokers YieldStack's matching, packaging, and execution under their own client relationship, at their own fee.

The YieldStack wordmark. YieldStack, Inc. is a commercial mortgage broker and financing marketplace, not a lender.

NEW YORK, NY, UNITED STATES, August 14, 2026 /EINPresswire.com/ -- YieldStack, Inc., an AI-native [commercial mortgage broker] and AI-driven financing marketplace, not a lender, today opened applications for a co-brokerage program. Approved independent commercial mortgage brokers and capital advisors can run deals through YieldStack's lender matching, deal packaging, and execution while keeping the client relationship in their own name and setting their own fee.

The program is application-only; there is no self-serve signup. YieldStack reviews every application. Approved firms receive a platform invitation that provisions a co-broker account. From there the co-broker adds its own fee, in basis points, on top of YieldStack's Broker fee, then co-signs the brokerage agreement as an Additional Broker. The stacked fee is disclosed to the borrower inside the engagement itself rather than added on the back end.

> It's not software as a service. It's outcome as a service. A co-broker keeps their client, sets their own fee, and gets an AI-enhanced human deal team without hiring one."
>
> *Rommin Adl, Co-Founder and CTO*

Approved co-brokers operate under their own authority. The program does not confer, extend, or substitute for any license or registration. Each participating firm remains responsible for its own licensing and compliance in the states where it does business.

"It's not software as a service. It's outcome as a service," said Rommin Adl, co-founder and CTO of YieldStack. "A co-broker keeps their client, sets their own fee, and gets an AI-enhanced human deal team behind the transaction without hiring one. Nothing is owed until the loan closes."

Until now, independent brokers have had two options: build an entire back office themselves, or pay upfront for software that points at lenders and leaves the hard part, actually closing the transaction, on the broker's desk. YieldStack is offering a third.

"We try to hunt with a sniper, not a shotgun," said Daniel Chesney, co-founder and CEO of YieldStack. "For any given transaction there may be only a handful of lenders actually built to fund it competitively. We match it to that handful and only distribute it to them."

What an approved co-broker gets is deliberately narrow. Rather than circulating a deal to a wide lender list, YieldStack scores fit before it sends. Lender attention is the scarce resource in this market, and restraint is the product. Matching runs against more than 5,000 loan programs, and the median time to a first lender offer is under an hour. Directories publish what lenders say they do; YieldStack accumulates what they did.

The economics are unchanged by the program. There is $0 upfront. YieldStack's Broker fee is 0.50%-1.00% of loan amount, paid by the Borrower at closing. The co-broker's own fee is disclosed alongside it and is likewise paid at closing. Every credit decision is made by the participating lender.

YieldStack was featured in Bisnow's July 2026 national capital-markets coverage of AI-driven mortgage matchmakers in the middle market.

How to apply: Independent commercial mortgage brokers and capital advisors can apply through the YieldStack co-brokerage program at https://yieldstack.ai/for-brokers. Applications are reviewed individually; approved firms are contacted with a platform invitation.

Frequently Asked Questions

What is a co-brokerage program in commercial real estate lending? A co-brokerage program lets an independent broker place a client's financing request through another brokerage's lender network and execution team while keeping the client relationship. In YieldStack's program, the co-broker sets its own fee in basis points on top of YieldStack's Broker fee and co-signs the brokerage agreement as an Additional Broker.

How does a co-broker get paid on a YieldStack deal? The co-broker sets its own fee in basis points, added on top of YieldStack's Broker fee of 0.50%-1.00% of loan amount. Both fees are disclosed to the borrower inside the engagement agreement and both are paid at closing. There is $0 upfront, and nothing is owed if the loan does not close.

Is YieldStack a lender? No. YieldStack, Inc. is a commercial mortgage broker and financing marketplace, not a lender. It does not lend its own capital, take deposits, or make credit decisions. Every credit decision is made by the participating lender. YieldStack matches a submitted deal against more than 5,000 loan programs and manages the process through closing.

Who can apply to the co-brokerage program? Independent commercial mortgage brokers and capital advisors placing business-purpose commercial real estate debt. The program is application-only and every application is reviewed. Approved firms remain responsible for their own licensing and compliance in the states where they do business; the program does not confer or substitute for any license or registration.

About YieldStack

YieldStack, Inc. is an AI-native commercial mortgage Broker incorporated in Delaware, not a lender. One submission is pre-screened for bankability and matched against more than 5,000 loan programs, and a human deal team negotiates terms through closing. YieldStack earns a Broker fee (0.50%-1.00% of loan amount) paid by the Borrower at closing, with $0 upfront. YieldStack does not originate loans or extend credit, does not take deposits, and does not make credit decisions; every credit decision is made by the participating lender. YieldStack does not guarantee loan approval, terms, or closing. All loans facilitated through YieldStack are for business purposes only, not for personal, family, or household use. Learn more at https://yieldstack.ai.

William Fannon
YieldStack, Inc.
+1 203-801-8242
hello@yieldstack.ai
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