

TROUBLED ASSET SERVICES



TROUBLED ASSET SERVICES DIVISION:

Experienced Nevada commercial real estate professionals with extensive experience in:

- **Sales and Leasing of commercial property**
- **Receivership management**
- **Property and Asset Management**
- **Disposition and Acquisition consulting**

The Troubled Asset Division provides comprehensive solutions for all troubled asset services required by lenders, trustees, receivers or investments groups. We are comprised of five CCIM designated professionals (Certified Commercial Investment Members), the equivalent of a Masters Degree in commercial real estate, as well as a CPM designated professional (Certified Property Manager), the highest designation available in the field of property management.



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We provide a broad spectrum of management services in the land development, construction, marketing, sales and financial disciplines. Our team has the professional experience necessary to coordinate, schedule and perform project management for both large-scale and small-scale projects.

Coldwell Banker Commercial Premier Brokers will complete a comprehensive project analysis to provide the property owner with options preferable to the typical fire-sale solution. Whether you want us to build your project, run your project, act as a receiver or just help plan your exit strategy, we have the expertise to protect your best interests.

Asset managers may improve cash flow by repositioning and restructuring their real estate commitments. Our focus is simple: *optimize value in the shortest time-frame possible.*

SERVICES:

Market Analysis:

Coldwell Banker Commercial Premier Brokers will complete a comprehensive value analysis of the asset including, if necessary, the current market value, as opposed to the appraised value, so that the client knows what to expect during a disposition and possible write-down in value on the asset.

Market Valuation:

A less comprehensive report than a market analysis, a market valuation provides a real-time snapshot of the asset value subject to current market conditions.

Market Evaluation

Assess overall value of project

Determine liquidation value

Research target market & buyers

Provide recommendation to maximize absorption & cash flow

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Receivership Services:

Receivership services are available for troubled assets that need to be "placed in the custodial responsibility" for the property of others, including tangible and intangible assets during a period of pending litigation. Agents are licensed and bondable for the care, protection and oversight of the physical asset.

As an independent third party appointed by the Court, the Receiver temporarily assumes the role of owner and thereby collects rents, pays operating and other expenses and performs such other functions as the Court instructs or as may be subsequently approved by the Court. Generally all health, safety and liability issues will be the Receiver's primary concern upon initial takeover.

Hiring a specialist to manage a bank-foreclosed building is a great benefit to all parties. A specialist in this discipline will assess a property or project, quickly identify the problems, whether they are structural or operational, and immediately work to rectify them and ready the building for a speedy and profitable disposition.

Once the Receiver's Oath and Bond have been delivered to the Court, the Receiver will inspect the property, meet and advise tenants and vendors, obtain and review records from the owner and management company, and establish the operational, maintenance and accounting procedures and systems as may be appropriate. An inventory of property controlled by the Receiver is filed with the Court within ten to thirty days of the appointment as directed by the Court.

Monthly financial reports are submitted to the Court and the litigant parties and periodic narrative reports can be provided. At the conclusion of the Receivership, a final accounting is submitted to the Court and the litigant parties for approval. A motion is filed with the Court to terminate the Receivership and the Court issues such an Order.

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Management Services:

With over twenty-five years of experience in commercial property management, our team understands that different properties need different approaches to management and our team is flexible and innovative. We look for opportunities to market outside of the box and we come together to create campaigns that offer viable effective solutions for managing challenging projects and marketing commercial properties in our region.

Our management goal is to make you, the owner, independent of the daily chores and challenges of physical maintenance, collecting rents and answering tenant phone calls. We are experienced in commercial property management, leasing and asset preservation as well as asset enhancement. Our goal on any project would be to work with you to attain your goals and ideas and incorporate our expertise in management and leasing to increase the value of your property and ultimately increase your rental value.

Repositioning/ Change of Use Analysis:

The Troubled Asset Services Division will analyze the asset to determine if the current use is the highest and best use for the asset, determine the best course of action to reposition the asset if necessary, or make recommendations if disposition or lease up is a more viable option.

Leasing:

Our team will provide an analysis of the current market lease rates for the asset as well as estimated absorption timeframes and make recommendations as to the appropriate asking rate, type of lease (NNN, Modified Gross or Gross), fee structures, marketing plan and documents required to successfully complete the lease up of the asset.

Disposition:

We will provide the market information needed to determine appropriate pricing of the asset, make recommendations on financing options, analyze offers to purchase, negotiate responses to said offers, supervise the escrow transaction and the closing process.

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Entitlement:

Our troubled asset specialists work with ownership to guide the asset through the entitlement process, if necessary, to generate the highest and best use, and thereby the highest value, for the asset. We have extensive experience with obtaining tentative and final project maps, rezoning, and repositioning assets to achieve the highest return for ownership.

Construction Management:

Our construction management services can assist in your tenant improvement and capital expenditure projects by overseeing the construction process and all its inherent challenges. This consists of an array of services such as preplanning between architect, tenant and contractor, design assistance between space planner and tenant, cost analysis and tracking of costs, time and scope of project. Construction management assures your project and your tenant will be overseen with your interest in mind and satisfaction as our goal.

Expert Witness Service:

Among the specialists within the Troubled Asset Services Division, you will find experts in sales, leasing, marketing, property management, entitlement, construction management and receivership. We can provide valuable testimony to support ownership's position during legal proceedings.

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Fee Structure:

Market Analysis (without market valuation)	\$300 / hr
Market Analysis (with market valuation)	\$1,500 - \$10,000
Receivership Services	\$150/hr
Management Services	3% - 8% of collected rents
Repositioning/ Change of Use Analysis	\$300 / hr
Leasing	5% - 7% of scheduled rents
Disposition	4% - 10% of disposition price
Entitlement Services (without disposition)	\$300 / hr
Entitlement Services (with disposition)	\$300 / hr credited towards disposition fee at closing
Construction Management	5% of total hard cost construction
Expert Witness Service	\$300 / hr

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Contact Information:

Our team consists of a partnership of experienced, licensed Nevada commercial real estate professionals. We look forward to working with you towards the successful, profitable disposition of your asset.

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