




# Special Asset Solutions



**Today's troubled market presents a unique set of challenges for financial institutions and other holders of distressed real estate assets.** The global economic crisis, ongoing turmoil in the credit markets and the resulting erosion of commercial real market fundamentals have turned a great many lenders and special servicers into de facto property owners as they hold nonperforming loans or recaptured properties. Instead of focusing on their core competencies, undermanned REO departments face the daunting task of identifying immediate risks and liabilities while preserving and enhancing the value of the portfolio.

The Special Asset Solutions team at NAI Global leverages our organization's expertise across the full spectrum of commercial real estate services—asset management, due diligence, property management, leasing, valuation and disposition—to provide clients with easy access to all of the services an asset is likely to require throughout the ownership cycle.

Our experienced team works with companies of all sizes, from local, community and regional banks to the largest financial institutions and special servicers, to identify, preserve and recover value in their underperforming assets.

## Our Services

- Asset Optimization & Recovery
- Asset Management
- Due Diligence
- Value Preservation & Enhancement
- REO Disposition
- Loan Sales

## Proven Results

While there are many important issues that must be addressed along the way, a successful disposition is often our clients' ultimate goal. We employ a variety of disposition methods, from traditional real estate marketing to a proven Internet-based loan trading platform, bulk sales and accelerated marketing programs like the Commercial Property PowerSale™, NAI Global's industry-leading property auction platform. Our expertise runs across all property types while our vast global network ensures broad exposure to commercial real estate investors across the U.S. and worldwide.

**NAI Commercial**

Commercial Real Estate Services, Worldwide.

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# Special Asset Solutions

## Award-Winning Technology

With the possibility of large numbers of properties coming under ownership and management by lenders and their REO departments, accurate real-time information becomes critical. Our Special Asset Solutions team leverages REALTrac™ Online, NAI Global's award-winning technology platform, to provide immediate and transparent reporting on single assets or large portfolios. This proven transaction management system keeps all relevant parties informed every step of the way, and provides 24/7 access to critical reports, documents and information about each property or loan.

- Aurora Bank
- Associated Bank
- Atlantic Stewardship Bank
- Bank of America
- Bank of Carolinas
- Bank of the West
- Bank of Utah
- Bankone
- BB&T
- California Bank & Trust
- Capital Crossing Bank
- Citibank N.A.
- City National Bank
- Coamerica Bank
- Coastal Community Bank
- Commerce Bank
- Deutsche Bank
- Far East National Bank
- First National Bank of Pittsburgh
- Harris Bank
- JP Morgan Chase
- M&T Bank
- Regions Bank
- Presidential Bank
- TriMont Real Estate Advisors
- US Bankcorp
- Wells Fargo
- Zion Bankshares

## The NAI Advantage

- A Highly Experienced Leadership Team
- A Global Delivery Platform
- Extensive Local Market Knowledge
- Expansive Due Diligence Capability
- An Integrated Team of Strategic Partners
- Process-Driven Communication & Reporting Tools
- Rapid Deployment
- Confidentiality

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