

# Optimize the value of your real estate holdings.

**In today's turbulent economic environment, lenders are finding themselves involved in proceedings against distressed commercial property and must often rely on the services of a full service commercial real estate company and court-appointed receiver. That's where Marketplace Commercial comes into play.**

## Preserving Value

Many times the optimal strategy is to stabilize and then sell a distressed asset. Unfortunately, most lending institutions aren't equipped to directly take on this challenge. Marketplace Commercial specializes in stabilizing troubled assets and operating them in a smooth and cost-effective manner—especially during the critical receivership/transition phase.

Built on the foundation of our core property management services, Marketplace Commercial delivers the following distressed asset and receivership services:

- Producing broker opinion of value
- Stabilizing property operations, financial reporting, and ensuring tenant retention
- Oversight and direction of any on-site property management staff
- Evaluation and creation of marketing and leasing strategies to fill vacancies
- Preserving property value and maximizing financial performance
- Devising and implementing a disposition strategy

## Invaluable Insight

Our ability to help lenders understand current market conditions and the real value of real estate often brings significant insight to an evaluation of non-performing loans. We also help to address common issues, such as:

- Ensuring the asset has proper insurance coverage consistent with loan documents
- Determining the property's situation from a real estate tax perspective
- Communicating with tenants to inform them that a new party is collecting rents, etc.
- Addressing physical deficiencies and/or deferred maintenance

## The Marketplace Advantage

Marketplace Commercial is a company of entrepreneurs determined to find better ways to do things. We apply our strengths to determine the optimal resolution for your real estate holding, mitigating any further deterioration of the asset while maximizing the property's value. Our experience is your advantage.

