



Commercial Mortgage Asset Management, Workout & Loan Restructuring Service

Lowers & Associates is pleased to announce its new Commercial Mortgage Asset Management, Workout & Loan Restructuring Service for financial institutions nationwide. The service will focus on 'problem assets', including those in bankruptcy, as well as hard to liquidate real estate owned (REO) assets. Our team of experienced commercial real estate asset managers work directly with our customers to develop viable management, restructuring, or disposition plans. We'll also help develop workout plans for customer approval, implementation, and oversight. The benefits to the financial institution customer are numerous and include cost containment, local, regional, and national market expertise, and the ability of the client to outsource part of or all of those 'hard to manage' assets, such as partially completed assets and defaulted construction loans.

Assessment - Our engagements begin with a thorough review of the loan or REO asset, including existing third-party reports, internal credit and loan review memorandums, interviews with the institutions' responsible personnel, a review of the property's market including localized demand for space or units, as well as a site inspection. From this assessment, we produce an Asset Summary Report (ASR). The benefits to the client of the ASR are several:

- 1) An independent assessment is obtained quickly and at a competitive cost
- 2) Asset risks are immediately identified and possible mitigation strategies determined
- 3) A comprehensive management and disposition plan with budget is completed for management's review.

Execution - After completion of the ASR, we'll work in conjunction with client in-house staff and counsel, providing regular updates as to asset status, progress vs. budget, mitigation of any immediate risks, status of completion of any construction, on-going sponsor and guarantor, financial and operational monitoring, and any required litigation support. Also, quarterly updates are provided in a timely and efficient fashion, ensuring that our clients meet prompt filing and regulatory compliance guidelines.

In summary, our Commercial Mortgage Asset Management, Workout & Loan Restructuring Service provides a 'turn-key' solution to financial institutions looking to augment staff or completely outsource related commercial mortgage services.