

# Real Estate and Infrastructure Debt/REO Acquisitions & Dispositions



Each opportunity to acquire senior and subordinated debt and REO presents investors with a unique set of risk and reward strategies for achieving attractive risk-adjusted returns. Buyers work to effectively manage their position to profit from recapitalization and/or as a tool toward achieving an equity position. Sellers seek sales strategies to maximize competition and value, and clear the market in a timely manner.

## A FULL RANGE OF SOLUTIONS

**Our professionals provide a full range of services to buyers and sellers of distressed debt and real estate interests.**

- *Buy-Side*
  - *Due Diligence*
  - *Closing Statements*
- *Sell-Side*
  - *Risk Management*
  - *Due Diligence*
  - *Transaction Management*

## THE SERVICES

### Buy-side

- Due diligence on loan documents, markets and collateral value, and servicing histories
- Asset summary reviews and valuation
- Cash flow and servicing cost analyses
- Loan resolution/asset management strategies
- Pricing and yield analyses
- Closing statements and buyer's tax consequences

### Sell-side

- Risk management and process improvement
- Sell-side due diligence
- "Data tape" compilation and review
- Asset summary reviews and valuation
- Capital markets reconnaissance
- Indicative loan pricing analyses
- Loan pool strategies to maximize investor interest and value
- Transaction management and negotiation
- Closing statements

## EXPERTISE AND EXPERIENCE

Our team's expertise includes a complete range of disciplines including, but not limited to:

- Capital markets
- Valuation
- Project management and process improvement
- Tax planning

Our team has demonstrated experience working for public and private investors including:

- REITS
- Private equity
- Financial institutions
- Receivers and trustees

## ABOUT THE FTI CONSULTING REAL ESTATE AND INFRASTRUCTURE PRACTICE

The Real Estate and Infrastructure practice has a singular focus on the real estate and real estate finance industries and the capital markets that serve them.

Our services are designed to create integrated financial, operating and tax solutions for clients with interests in real estate. We provide an unsurpassed range of real estate advisory services including merger & acquisitions, due diligence, valuation, lease consulting, restructuring, litigation support, forensic accounting, financial outsourcing, IPO advisory, REIT tax structuring and compliance, executive compensation, development advisory, cost segregation and private client and family office services.

We represent leading public and private real estate entities including equity and mortgage REITs, financial institutions, investment banks, opportunity funds, insurance companies, hedge funds, pension advisors, family offices, owners/developers, tenants and government agencies.

Ron Greenspan  
213.452.6006  
ron.greenspan@fticonsulting.com

Ingrid Noone  
973.852.8131  
ingrid.noone@fticonsulting.com

Cynthia Nelson  
213.452.6026  
cynthia.nelson@fticonsulting.com

Glenn Brill  
646.632.3820  
glenn.brill@fticonsulting.com

## EXPERTS WITH IMPACT™

### About FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organizations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities..