

# **MAXIMIZING RECOVERY**

for Multifamily & Senior Housing Assets  
*For lenders and loan servicers*





## Many lenders are now facing the reality of significant defaults and the declining value of their collateral.

For banks, the increase in non-performing loans threatens to eclipse not only their loan-loss reserves, but to threaten the solvency of their institutions. The need to re-engineer their multi-family and Senior Housing loan portfolio in a way that would turn sub-performing and non-performing assets into performing assets is an obvious imperative. **Unified can help assets from continuing to be pushed down in value by forming a longer term strategy for assets to be held and repositioned based on capital returning to the market.** Our professionals have extensive experience in the capital markets having invested money for the likes of Apollo Real Estate Fund, ING Real Estate Fund, and Illinois Teachers Pension Fund. The issues are complex and these projects managed internally inevitably occur in a piecemeal fashion, taking longer than desired to execute, straining already limited internal resources, and increasing the company's exposure and carrying costs in the process.

## EXPERIENCE, EXPERTISE & STRENGTH

Unified Asset Resolution has 30 years of experience and over 1400 employees in offices and properties throughout the country. We have in house professionals that have worked during the S & L crisis for over seven years and that have successfully worked out billions of dollars of real estate assets, deed in lieu of foreclosures, hostile and friendly bankruptcy, and asset repositioning.

Our **seasoned, interdisciplinary team** develops a specific loss mitigation strategy for each non-performing loan and prepares a business plan for senior management review. Upon approval, we implement the business plan in conjunction with a lender's in-house loss mitigation department.



Unified Asset Resolution professionals are committed to providing a broad set of front line skills and resources to complex real estate challenges. We understand the scope and depth of services needed to **deliver creative solutions in times of deteriorating capital market conditions and unstable real estate values.** Our veteran professionals have decades of experience managing the critical issues in a coordinated way. We draw on an effective playbook for crisp project execution, so our clients receive creative, custom solutions tailored to their challenges.

Our clients include local and national banking institutions, special servicers, government agencies, federal and state appointed receivers and opportunity funds, among others. Each individual client receives timely and comprehensive assistance from the following groups.

## PRIMARY SERVICE GROUPS

### ■ Asset & Property Management

We currently manage nearly 20,000 multi-family and senior housing units throughout North America. We also own properties and we know how to create the most value in multi-family and Senior Housing assets.

### ■ Leasing & Marketing

From day one, we will implement a daily marketing action plan to drive more traffic to the property. We will track all traffic sources and closing efforts. We shop the competition and market people regularly to assure that the project is competitive and our people are at the top of their sales/closing game to assure marketing dollars are maximized. This helps us to maintain a significantly above average closing ratio all the time.

### ■ Structured Workout Strategies

Our specialists in all disciplines team up to recommend and execute cost-effective workout strategies on behalf of lenders.



### ■ REO Asset Management & Disposition

Provide specialized REO asset management and disposition services for multi-family and senior housing properties. In order to maximize recovery from owned real estate, it is often necessary to cure deferred maintenance or to complete planned improvements. It is often necessary to improve operation performance. Unified has the hands-on experience necessary to step in and add value to failed projects, maximizing the lender's recovery.

### ■ Receivership

Experienced individuals are prepared to assume receivership responsibilities as required. We recognize our principle receivership responsibility is to protect, preserve and maintain the asset as well as those specific responsibilities contained in the order appointing receiver.

### ■ Project & Construction Management

We have provided professional oversight and construction management for remodel and renovation projects for thousands of units.

### ■ Disposition Planning

This may include active strategies for short-term repositioning, long-term holds or immediate financial resolution, such as the sale of loans, the sale of assets or loan restructuring. We also provide seller side due diligence.

## YOUR SINGLE SOURCE FOR RESULTS

The Unified Asset Resolution Team offers one-stop shopping and a dedicated, single point of contact, which supervises the process and manages all aspects of the project. Our multi-phase approach includes the following:



A property or project that is not being professionally managed is more than a potentially devalued asset; it is a potential liability. Unified Asset Resolution can mitigate the huge potential value loss from an unmanaged or undermanaged asset. Our team can help to maximize recovery of your multifamily asset through experienced, expert asset and property management.

**Contact The Unified Asset Resolution Team today!**

**Call** 800-611-0950 ext. 615

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**Web** [www.unifiedassetresolution.com](http://www.unifiedassetresolution.com)

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