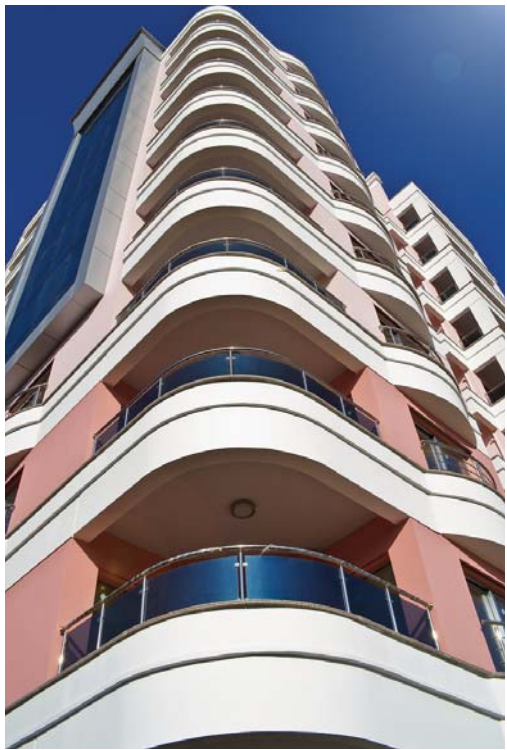
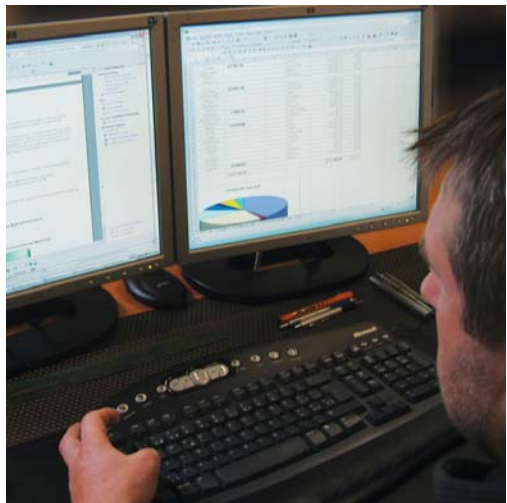


Asset Optimization



Converting global knowledge, diverse capabilities and experience into value.



Asset Optimization

Within the Asset Services Group at NAI Global, we have a specialized service we call "Asset Optimization." Given the extensive resources at our command, NAI Global is well prepared to help clients understand and work through problems in their commercial real estate portfolios and maximize the value of their underperforming assets. Innovation, creativity and experienced professionals on the ground in your market are the foundation of our solution-based offering. We know the real estate, the markets, the tenants, the lenders and the buyers, and are able to leverage this connectivity to our customer's advantage.

The Asset Optimization process is based upon NAI Global's ability to rapidly research and investigate the current situation within each individual asset. With this knowledge, we embark upon a program that includes expanded due diligence, property and asset management and the development of strategically set goals to be implemented by our globally positioned transaction team.



RESEARCH AND DISCOVERY

Phase 1 Engagement

Establish Goals
and Objectives

Terms and Conditions
Agreed

Engage Team

Establish Reporting
Process

Phase 2 Portfolio Analysis

Physical Inspection and
Discovery

Opinion of Value

Market Analytics

Risks and Mitigants

PROCESS

OPTIMIZATION

Phase 3 Triage

Position Property/Asset
Management

Establish Receivership

Contacts, Title and
Environmental Studies

Physical and
Financial Reports

Relationship Reports
(Tenant & Vendor)

MAI Appraisal

Phase 4 Recommend Strategy

Buy vs. Hold

Loan Sale
vs. Property Sale

Single Asset vs.
Portfolio Disposition

Auctions/ Sealed Bid/
Barter/ Alternative
Dispositions

Loan Restructuring
Options

Value-Add Actions
Determined

Establish Marketing
Strategy

Phase 5 Disposition/ Repositioning

Establish Pricing and
Terms of Sale

Finalize Service
Agreements

Fund Marketing
Budget

Value-Add Strategies
Implemented

Go to Market

Legal Review
Offers, Contracts

Closings

Post-Closing
Administration



NAI's proven process provides an unparalleled system for delivering the critical information and advice necessary to support effective real estate asset and portfolio decision-making. Our business savvy, speed and integrity provide significant service and value to under-performing real estate assets.

NAI Global's Key Highlights

- 5,000 professionals
- 325 offices
- \$45 billion in annual transactions
- 200 million square feet of property management

The NAI Advantage

- A Highly Experienced Leadership Team
- A Global Delivery Platform
- Extensive Local Marketing Knowledge
- Expansive Due Diligence Capacity
- An Integrated Team of Strategic Partners
- Process-Driven Communication and Reporting Tools
- Customized Underwriting Analytics
- Rapid Deployment
- Confidentiality

About NAI Global

NAI Global is the premier managed network of independent real estate firms and one of the largest commercial real estate services providers worldwide. We bring together people and resources wherever needed to deliver outstanding results for our clients. Financial institutions come to us for our deep local knowledge. They build their businesses on the power of our global managed network.

To learn more about our Asset Services contact:

Build on the power of our network.™

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