



DISTRESSED COMMERCIAL REAL ESTATE SUMMIT EAST

November 4-6, 2009 | New York, NY

Workshop Agenda

INVESTING IN THE LOAN SECONDARY MARKET – WHAT YOU NEED TO KNOW

November 4, 2009

Workshop Chair: John Bricker, Counsel, Crowell & Moring LLP

2:30 – 3:30 **TIPS FROM LOAN SALE ADVISORS**

- Understanding the loan market
- Whole loan sales
- Portfolio sales
- Special servicer sales
- Best practices for dealing with loan sale advisors
- Best strategy for successful bids
- Where are the best deals now?

Moderator:

Will Sledge, Director, Mission Capital Advisors

Panelists:

Matt Borstein, Managing Director, Eastdil Secured, LLC

John Howley, Executive Director, Cushman & Wakefield

Sean McVity, Managing Partner, AZ-Garnet Loan Sale Advisors

Kevin Twomey, Vice President, Trading, The Debt Exchange, Inc.

3:30-4:00 **NETWORKING BREAK**

4:00 – 5:30 **STRUCTURING BIDS: DUE DILIGENCE AND PRICING**

- Structuring due diligence
- Legal due diligence vs. economic due diligence
- Valuations of single assets vs. portfolio approach
- Issues with particular classes of assets
- Pricing to win without overpaying
- When not to bid

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- Split bidding, partnering options
- Flipping assets

Moderator:

Young Hong, *President*, Strategic Property Associates, LLC

Panelists:

Eli Hattem, *Principal*, Park Bridge Financial LLC

Richard Koller, *KCCI Commercial Real Estate Services*

Renee Lewis, *Managing Director*, Hudson Realty Capital LLC

Jerry Lloyd, *Consultant*, Lloyd & Associates LLC