



Workshop Agenda

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

May 12, 2010

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:

John Bricker, *Counsel*, Crowell & Moring LLP

Panelists:

John Howley, *Executive Director*, Cushman & Wakefield

Michael Lesser, *Managing Director*, Eastdil Secured, LLC

Sean McVity, *Managing Director*, AZ-Garnet Loan Sale Advisors

Benjamin Sabraw, *Director*, DebtX

Will Sledge, *Managing Director*, Mission Capital Advisors

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

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

- Structuring due diligence
- Closed bank 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:

John Bricker, *Counsel*, Crowell & Moring LLP

Panelists:

Steven Blair, *President*, Blair Consulting

Jess Bressi, *Partner*, Luce Forward

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

5:00 Workshop Adjourns



5:00 Speaker Dinner Sponsored by: