



## Traditional Sale

NAI's managed network provides an efficient and effective marketing channel for your commercial real estate assets. We complete over \$10 billion in investment sales in a typical year.

Our brokers are local experts with deep roots in their local community. They provide the insider's perspective needed to develop marketing strategies that maximize the value at time of sale. Direct relationships are key. NAI maintains ongoing relationships with the most active buyers of investment and development properties, and continually tracks buyer activity along product type, value range and geographic area. NAI will market your property to the most appropriate audience using both proprietary technology and third-party listing services. Our exclusive E-Offerings™ system allows us to efficiently market properties to highly targeted or broad-based audiences to streamline the sales cycle and minimize time on market. When appropriate, NAI markets properties through extensive advertising, Internet promotion and wide distribution of property brochures.

## PowerSale™

The NAI Global PowerSale™ is a unique accelerated marketing program that combines the best of timed online auctions, sealed bids and traditional on site, open-cry auctions. This nationally recognized program provides the advantage of highly efficient mass marketing that no individual property sale can match, with the finely targeted marketing of our extensive global sales

organization. We combine electronic, print and direct marketing with intensive and extensive property analysis, positioning and personal sales to ensure the most effective marketing exposure and highest value in today's particularly challenging market. Our national multi-seller, multi-property PowerSales combine a large number of assets, typically 20-80 properties – offered by multiple sellers to create tremendous marketing leverage for all of the properties in the sale. PowerSales can also be arranged for an individual seller with multiple assets in a particular region or for individual assets on a one-off basis.

## The NAI Advantage

- A Highly Experienced Leadership Team
- A Global Delivery Platform
- Extensive Local Market Knowledge
- Expansive Due Diligence Capability
- An Integrated Team of Strategic Partners
- Process-Driven Communication & Reporting Tools
- Rapid Deployment
- Confidentiality



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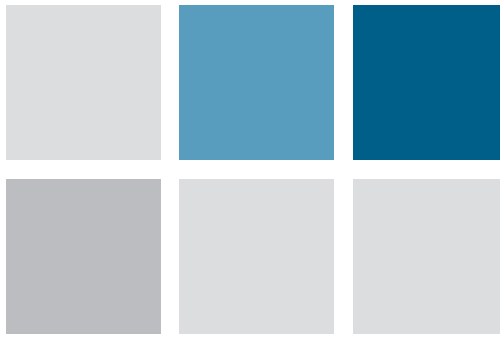


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Commercial Real Estate Services, Worldwide.

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## SPECIAL ASSET SOLUTIONS

### Asset Optimization & Recovery

NAI's Asset Optimization program leverages NAI's expertise in asset management, property management, workouts, leasing and disposition to help REO managers find value in their underperforming assets.

Working with companies of all sizes, from local, community and regional banks to large financial institutions, the success of the Asset Optimization process is based on NAI's ability to rapidly research and investigate a lender's current portfolio to evaluate each asset's individual needs. With this knowledge we are able to begin the diligence necessary to create a unique plan that assesses a property's current and potential value, analyzes local market conditions and trends and defines the long-term strategy for the lender.

Our team works with clients from the moment the distressed property or loan hits the watch list to establish goals, assess risks and objectives and create a customized reporting process. After a thorough physical inspection and discovery, the Asset Optimization team, with a single point of contact for the lender, conducts structural and environmental studies, produces financial audits and relationship (tenant and vendor) reports, establishes receivership

(if necessary) and creates a go-to-market strategy. Key decisions, like buy vs. hold, loan sale vs. property sale, value-add actions and market positioning are made in tandem with the lender and the Asset Optimization team, ultimately resulting in the stabilization, repositioning/workout or disposition of the loan or REO property.

The Asset Optimization process is fast, coordinated and confidential, helping lenders to resolve underperforming assets before they become a serious issue.

### Due Diligence

NAI's due diligence and underwriting partner, RR Donnelley Global Real Estate Services (RRD GRES) and predecessor companies Univest, MortgageRamp and OfficeTiger, have been providing a variety of solutions for the real estate industry for more than 24 years. Now, combined with NAI's market professionals and backed by the resources of a Fortune 250 company with annual revenue in excess of \$11 billion, RRD GRES offers comprehensive commercial and residential real estate services covering all aspects of real estate loan servicing support, due diligence, underwriting, site inspections, market research, analytics and document and data management. RRD GRES has provided these services on over 2 million commercial and residential assets valued at over \$1.2 trillion. As one of the nation's leading due

### Asset Management

NAI's Asset Management Services provides property owners, financial institutions, loan servicers and subordinate investors with the full range of property services required throughout the asset's life cycle.

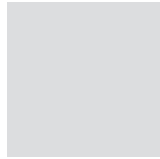
Our experienced team can help value your investments, manage and lease your portfolio, advise on capitalization options and strategies and execute an exit plan.

With the possibility of large numbers of properties coming under ownership and management by lenders and their REO departments, accurate real-time information becomes critical. Our asset management team leverages REALTrac™ Online, NAI's award-winning technology platform and other cutting edge technology, to provide immediate and transparent reporting on single assets or large portfolios. This proven transaction management system keeps all relevant parties informed every step of the way, and provides 24/7 access to critical reports, and documents and information about each property or loan.



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diligence and underwriting service providers, RRD GRES is known for bringing structure and organization to very large projects, while at the same time assuring data integrity.

Since May of 2004, RRD GRES has performed servicer surveillance and oversight on as many as 600,000 loans per month, while processing over 18.7 million monthly servicer transaction records. To date, those numbers represent a monthly high value of approximately \$91 billion in Unpaid Principal Balance (UPB).

RRD GRES provides diligence services for whole loan transactions, mortgage derivatives, commercial mortgage backed securities, and residential mortgage backed securities, collateralized debt obligations and credit facilities. These complex financing structures include fixed and floating rate loans and require detailed property and portfolio analysis. Additionally, RRD GRES conducts extensive loan level investigations, financial analysis, data tape extraction, loan stratification, document management warehousing, OSAR preparation, asset summary reports, third-party reviews and lease abstraction.

The knowledge and abilities the NAI/RRD GRES team has gained from its years of providing diligence and underwriting services to the real estate industry make us an ideal choice as a data manager and diligence provider on large or stand-alone projects.

## Value Preservation & Enhancement

When your organization takes possession of a commercial or investment property, your first concern will be to secure the operations of that property both physically and financially. NAI's Distressed Asset Services team provides a single entry point to access all of the services necessary to put you in control as the owner or receiver of that property.

## Real Estate Management Services

The NAI team has extensive experience managing a variety of commercial properties, including office, industrial, retail, hotel, multi-family and corporate facilities. Our current property management portfolio – more than 200 million square feet of commercial space – is proof of our clients' confidence in us.

Our highly skilled property managers are located in not just the major markets, but in most secondary and tertiary markets as well. They oversee the fiscal and physical health of each property, and manage each property as if the investment was their own.

Our experienced team of commercial real estate accountants will take all steps necessary to ensure a quick and efficient transition of rents, utilities and other financial concerns. At the same time, our property management experts will take over physical management of the property; making sure that relationships with current tenants are preserved and the property is physically secure. We maintain strategic alliances with experts like CentiMark Corporation, the leading roofing contractor in North America, and The Orin Group, an international due diligence services firm, to help us quickly identify and remediate potentially critical issues. Working together, we will devise and implement a plan that increases cash flow and return on your asset, ultimately creating additional value for you.

## SPECIAL ASSET SOLUTIONS

### Leasing/Landlord Representation

Appropriate leasing strategies are necessary to stabilize and maximize the value of your properties. Many times, REO properties have suffered from poor leasing programs due to the lack of financial means by the previous owner to provide adequate incentives, tenant improvements and broker commissions.



NAI has the experience and business savvy to determine the most effective leasing strategies to stabilize the property and maximize the value at the time of disposition. We have decades of experience creating innovative leasing and marketing campaigns for private and institutional property owners and investors across the complete range of property types, from suburban office properties to trophy high-rise office towers; warehouse, manufacturing and flex buildings; and retail, from freestanding centers to regional malls. Most importantly, our agents have the local market expertise, information and relationships to position your assets most effectively in the market.

### Loan Sale

NAI Global's Loan Sale Advisory capabilities enable our clients to maximize the value of their loan portfolios through exacting analysis and speed of execution. We provide a proven Internet-based loan trading platform as well as the individual sealed bid sale, bulk sale and open outcry auction processes. Our detailed valuation analyses and loan sale transactions are executed by industry recognized senior professionals with an average tenure of 20 years of loan sale experience serving national, regional and local banks, CMBS special servicers, private capital lenders and the FDIC. NAI and its dedicated loan sale professionals have closed billions of dollars in performing and non-performing residential, commercial, land and consumer loans in over 28 countries.

NAI Global adds significant value to the standard due diligence and valuation processes by leveraging the knowledge and buyer databases of its 5,000 professionals in 325 offices in 55 countries. Our coverage includes not only the major markets, but most secondary and tertiary markets as well. The bottom line result of this comprehensive market intelligence is to achieve the greatest likelihood of maximum pricing.

### REPRESENTATIVE CLIENTS

Aurora Bank  
Associated Bank  
Atlantic Stewardship Bank  
Bank of America  
Bank of Carolinas  
Bank of the West  
Bank of Utah  
Bankone  
BB&T  
California Bank & Trust  
Capital Crossing Bank  
Citibank N.A.  
City National Bank  
Coamerica Bank  
Coastal Community Bank  
Commerce Bank  
Deutsche Bank  
Far East National Bank  
First Citizens Bank & Trust  
First National Bank of Pittsburgh  
Georgian Bank  
Harris Bank  
JP Morgan Chase  
M&T Bank  
Regions Bank  
Presidential Bank  
TriMont Real Estate Advisors  
US Bankcorp  
Wells Fargo  
Zion Bankshares