



PROFESSIONAL
TRANSPARENT
OVERSIGHT

backed by

COMPREHENSIVE
REAL ESTATE
EXPERTISE


TRANSWESTERN
REAL ESTATE
SERVICES

**INTEGRATED
RECEIVERSHIP
SERVICES**

When preserving value is paramount, an experienced team can provide the clarity, confidence and cohesiveness to overcome big challenges.

Lenders are increasingly choosing the receivership approach as an effective strategy for resolving distressed loans, preserving an asset and recovering value. Yet receiverships are fraught with critical decisions, and the implications for lenders and borrowers are significant.

An optimized outcome often calls for a holistic view, one that considers the perspective of borrowers, lenders and tenants to achieve the best result for the property.

Investment
Sales



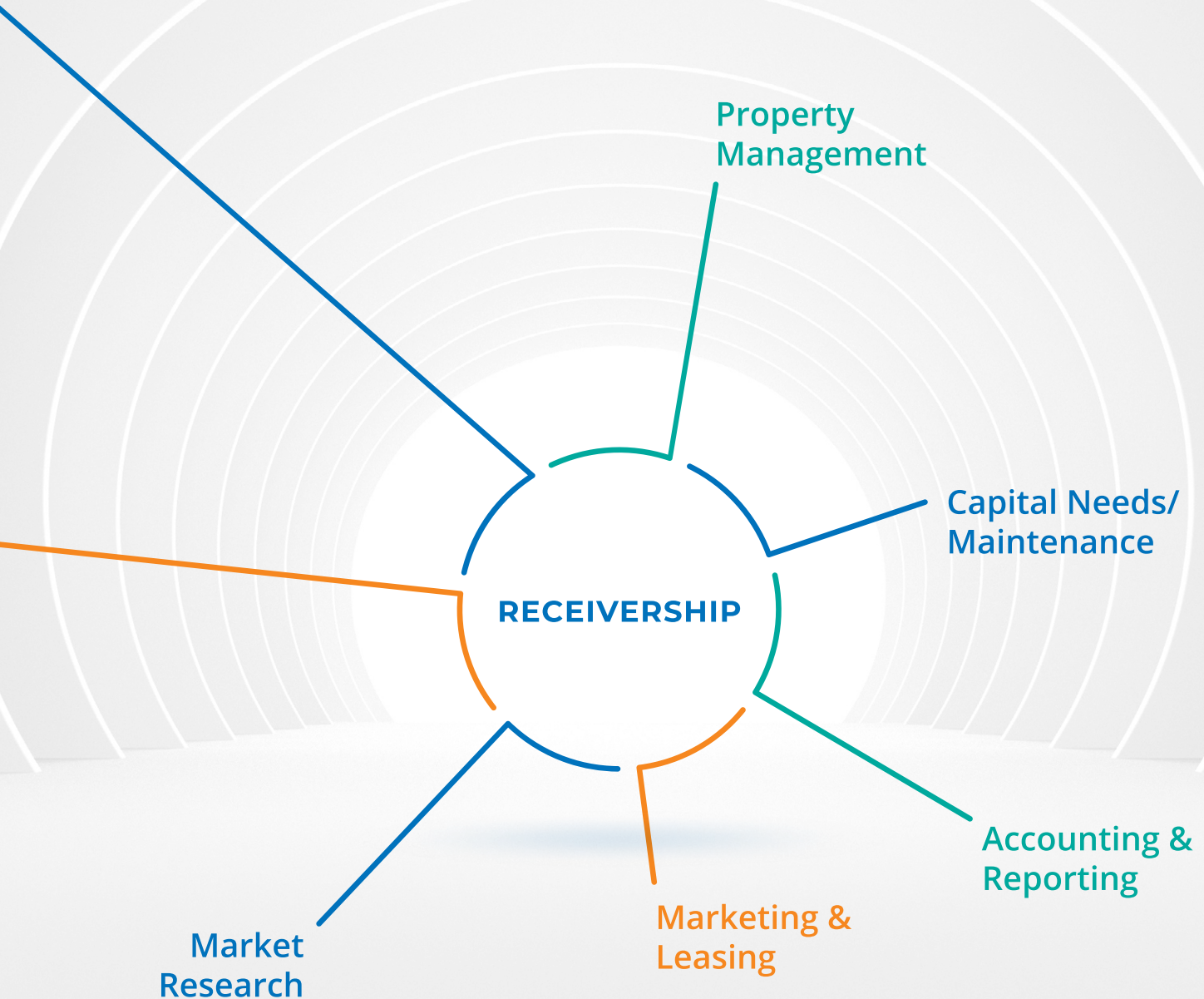
Project
Services



Our receivership services benefit from the resources of a full-service commercial real estate platform, bolstering our ability to introduce creative options grounded in sound market intelligence and expertise.

Our nationwide leasing, asset services, capital markets and operational support teams work collaboratively with the court-appointed receiver, maximizing results by working through challenges and driving faster, more informed decision making.

It's a recipe for an integrated, seamless experience.



Receiver to Serve as Diligent Steward

We understand preserving an asset is the central role of a receivership. After taking control of a property, we are positioned to protect it against further economic and physical deterioration by implementing strict controls and procedures on operations.

We identify issues contributing to a property's financial distress – such as life safety concerns, needed repairs, operational inefficiencies and inadequate leasing efforts – and report the actions we take to the court and relevant parties.

Transparency ensures that all parties are aware of the property's performance throughout the receivership and instills trust that we are acting in good faith.

Agency Leasing to Boost Occupancy

Implementing a robust leasing program to retain and attract tenants boosts operational stabilization by maximizing performance through increased cash flow.

Our Agency Leasing teams use market intelligence to create a leasing framework, including rental rates, terms, escalations, concessions and tenant improvement allowances that support the receiver's strategy.

Subject matter experts in marketing, research, branding, tour strategy and workplace solutions collaborate to examine an asset from various viewpoints and recommend a custom approach to market a property and increase leasing velocity.

Receivership

LEASING



Asset Services to Enhance Tenant Satisfaction

Ensuring a property's tenancy experiences extraordinary service is critical to stabilization efforts. Transwestern's national platform enables us to quickly install professional, responsive property management experts, elevating service delivery through award-winning best practices and process improvements.

Our Asset Services teams optimize tenant satisfaction through customized space and workforce strategies as well as curated workplace environments.

Investment Sales Teams to Maximize Returns

Transwestern's Capital Markets Group integrates distressed asset expertise related to receiverships, REO and non-performing loans with superior local and regional market knowledge, skilled property analysis and financial modeling.

Our local teams leverage a global database of qualified investors and capital sources to capture value for portfolio investments and individual transactions.

ASSET
SERVICES

INVESTMENT

We Have What It Takes to Succeed

An understanding of the intricacies of local court systems

Extensive experience across local real estate markets and asset types

Proven success at assembling high-performing teams

The Results Speak for Themselves

Property properly maintained

Income maximized

Expenses controlled

Leasing program implemented



A tall, beige-colored skyscraper with many windows, viewed from a low angle. The building has a classic architectural style with decorative elements at the base and top. The sky is a clear, light blue.

Case Study: Chicago Civic Opera Building

In 2021, the Circuit Court of Cook County appointed Transwestern the receiver for Civic Opera Building, a downtown Chicago office tower. Our onsite asset services team enhances the tenant experience through best practices in place at other properties, including regular programming for building occupants and process improvements, which have reduced operating expenses by \$4.8 million, including property tax savings.

Additionally, cross-functional collaboration with Transwestern agency leasing has resulted in tailored strategies to address tenant workplace planning and lease negotiations. The team's completion of 23 new leases and renewals totaling 148,000 SF underscores the fact that both existing and prospective tenants can confidently close deals with a property in receivership. Market concessions and tenant improvement dollars are on par with competing buildings, and brokers, contractors and other parties recognize they will be paid in a timely manner.

Property Facts

Building Type

Office

Year Built/Renovated

1928/2015

Building Height

44 Stories

Building Size

915,000 SF

Typical Floor Size

35,000 SF



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