



REO Asset Consultants

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Development Property Specialist

SUMMARY OF SERVICES

The Principals and affiliates of REO Asset Consultants can provide a broad range of professional services to our clients. Here is a list of those services along with corresponding details:

1. **Asset management** and disposition for residential and commercial foreclosed real estate assets.
2. **Asset management** and disposition for foreclosed subdivisions and vacant land.
3. **Appraisal** review services.
4. **Review** of past due and problem loans.
5. **Construction loan** draw audit service.
6. **Loan** brokerage.

1. Services for Residential and Commercial Foreclosed Real Estate Assets

Residential Real Estate

- If the construction is not complete, we can assess the work that needs to be done and coordinate the finish with one of our approved contractors.
- Analyze the asset's position in the market and projected sale price.
- Develop a creative marketing plan with bank management for liquidating each REO asset in as short a time as possible at a price acceptable to the bank.
- Market the property and handle all aspects of the sale through closing, utilizing our New Home Disposition Program.
- Market the property via auction utilizing our local or national auction company affiliates.

Commercial Real Estate

- Manage/market the sale or leasing of surplus retail bank facilities.
- Manage/market the sale or leasing of bank owned commercial buildings or undeveloped parcels of land.
- Market property utilizing our local or national auction affiliates.
- Develop ORE budgets and the disputing of real estate property taxes.

2. Foreclosed subdivision and vacant land asset management

- Analyze the asset's position in the market and sales potential.
- Assess and identify any development items that need to be completed for the asset to be viable and with the potential to be successfully marketed.
- Advise client of which assets in the community should be disposed of promptly and which could be held for a more traditional sales price and process.

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- Dispose of identified properties within the community utilizing our New Home Disposition Program.
- Provide professional management of operating remaining subdivision assets, performing day to day operational needs to maintain the value of the asset.
- For projects that need to remain viable to protect the value of the asset, manage the development and implementation of an on-going marketing and sales plan for a community, including lot sales, builder relations, home sales and real estate brokerage.

3. Provide appraisal review services

- Qualified professionals offering prompt review of all new appraisals as per regulatory requirements.
- Review of appraisal policies and procedures with recommended changes, as needed.

4. Review of past due and problem loans

- Conduct loan reviews of criticized and classified loans and past due loans. This can be accomplished on or offsite.
- Update credit and collateral files to meet regulatory requirements.
- Borrower and guarantor global cash flow analysis.
- Problem loan identification and assignment of appropriate risk ratings.
- Inspect collateral and determine market/liquidation value.
- Meeting with Bank management and Borrowers on an individual basis to develop and implement an exit strategy.
- Weekly update meetings with Bank management.
- Accurate completion of monthly problem asset reports.

5. Construction loan draw and audit services

- Perform both commercial and residential interim construction draws to ensure proper budget allocation and quality of construction.
- Construction draw and budget training for bank staff.
- Review of construction loan policy and recommend changes.

6. Loan Brokerage

- Our team has extensive business and banking relationships to potentially refinance existing loans with other lenders as may be requested as well as provide new loan and deposit referrals.