

# KENNETH J. DALTO & ASSOCIATES

## ACTIVE AND COMMENCED REAL ESTATE WORKOUTS 2010

**KenDalto.com**

Commercial Property Birmingham, MI <b>\$31,500,000</b>	Restaurants, Retail Michigan <b>\$26,500,000</b>	Assisted Living Warren, MI <b>\$21,100,000</b>
Assisted Living Warren, MI <b>\$16,400,000</b>	Condominiums Michigan <b>\$45,000,000</b>	Shopping Center Springfield Twp., MI <b>\$3,700,000</b>
Gas Stations Dearborn, MI <b>\$6,000,000</b>	Commercial Real Estate Farmington Hills, MI <b>\$18,000,000</b>	Salon & Spa Northville, MI <b>\$640,000</b>
Hotel Coldwater, MI <b>\$9,000,000</b>	Shopping Mall Chesterfield, MI <b>\$16,600,000</b>	Commercial Real Estate Farmington Hills, MI <b>\$30,000,000</b>
Home Builder Salt Lake City, UT <b>\$30,000,000</b>	Commercial Real Estate Detroit, MI <b>\$30,000,000</b>	Restaurants Warren, MI <b>\$1,700,000</b>
Apartment Complex Ypsilanti, MI <b>\$1,000,000</b>	Commercial / Residential Detroit, MI <b>\$5,500,000</b>	Commercial Real Estate Farmington Hills, MI <b>\$37,000,000</b>
Apartment Complex Detroit, MI <b>\$19,000,000</b>	Real Estate Developer Grand Rapids, MI <b>\$800,000</b>	Mixed Use Developer Shelby Twp., MI <b>\$18,000,000</b>
Banquet Center ShelbyTwp., MI <b>\$6,600,000</b>	Private School West Bloomfield, MI <b>\$4,000,000</b>	Hotel Chain Southgate, MI <b>\$4,000,000</b>
Condominiums Auburn Hills, MI <b>\$34,800,000</b>	Medical Offices Detroit, MI <b>\$6,900,000</b>	Storage Facility Monroe, MI <b>\$2,900,000</b>

*Dollar figures represent bank loan amounts in default.*

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# **KENNETH J. DALTO & ASSOCIATES**

## **UNDERPERFORMING REAL ESTATE CONSULTING**

### **REAL ESTATE WORKOUTS**

- Preparation of Workout Plans
- Forbearance Agreements
- Loan Modification Negotiations
- Court Receiver/Trustee
- On-Site Property Management
- Lien Validity Analysis

### **REAL ESTATE FINANCING**

- Construction Financing
- Debt & Equity Refinancing
- Turnaround Financing
- Subordinated Debt Placement
- Debtor-in-Possession Financing
- Mezzanine/Bridge Financing

### **REAL ESTATE CASH MANAGEMENT**

- Cash Budget & Management
- On-Site Crisis Management
- Creditor Standstill Agreements
- Negotiation with Tax Agencies
- Interim Senior Management
- Cost Controls, Reductions

### **DUE DILIGENCE OF DISTRESSED REAL ESTATE**

- Financial Analysis
- Collateral Valuation
- Revenue and Cash Flow
- Liquidation Analysis
- Rent Rolls, Absorption Rates
- Taxes, Liens, Bonded Claims
- Construction Accounting

### **INSOLVENCY SERVICES**

- General Insolvency Accounting
- Representation for Creditor Committees and Banks
- Chapter 11 Reorganization
- Orderly/Forced Liquidations
- Lien and Collateral Analysis
- Preference and Fraudulent Conveyance Audits

### **REAL ESTATE DOCUMENT PREPARATION**

- Workout and Turnaround Plans
- Refinancing Plan
- Market Feasibility Study
- Economic Impact Study
- Global Cash Flows
- Financial Projections
- Lien Validity Analysis

