

MJ

MJ PARTNERS
SPECIAL SERVICES GROUP



CREATING VALUE THROUGH EXPERIENCE

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MJ Partners Special Services Group is a market leader in providing real estate solutions to institutional and private investors with distressed assets, portfolios and loans. Our experienced team of professionals remains personally committed to satisfying the unique requirements in the disposition, recapitalization, valuation and restructuring of distressed real estate assets. We have completed over \$2 billion in real estate transactions. Our Special Services Group specifically serves financial institutions, special services, receivers, property owners and government entities involved in workouts, foreclosures and bankruptcies relating to commercial real estate. Our goal is to expeditiously evaluate the real estate issues and devise optimal strategies to maximize client recoveries in concert with lender-borrower objectives.

The Special Services Group is comprised of a team of sophisticated investment real estate professionals with well-established relationships averaging over 24 years experience in investment sales, workout consulting, debt and equity placement. Our team members gained valuable experience and insight into asset disposition and workout strategies with the Resolution Trust Corporation (RTC) and financial institutions during the early-1990's. Today, our knowledge of current trends, investor sentiment and proprietary list of investors adds value to each assignment. The depth of real estate experience and acumen of our team ensures a clear picture of today's real estate environment.

MJ Partners: Adding Value To Your Real Estate Team

PROPERTY DISPOSITION:

We are experienced in executing successful real estate disposition strategies during the workout, foreclosure and OREO processes through traditional methods, sealed bid offerings and auctions. Our depth of experience with all commercial property types includes office, retail, industrial, multifamily, self storage, hospitality, special purpose and land.

PORTFOLIO AND SINGLE ASSET VALUATION AND STRATEGY:

Proper valuation is key to devising an optimal strategy in today's turbulent real estate market. Our ability to understand current investment parameters of active investment funds provides a realistic snapshot of today's marketplace, rather than relying on obsolete market comparables.

REFINANCING AND RECAPITALIZATION:

The restructuring of the capital stack places importance on securing reliable sources of debt and equity to strengthen property fundamentals. MJ Partners Capital Services Group assists clients in the placement of debt and equity from qualified lenders, investors and joint-venture partners.

LOAN SALES AND ACQUISITIONS:

The ability to add liquidity through the sale of a portfolio of loans or single note may be a prudent strategy versus working out the loan or foreclosing on the asset. MJ Partners Special Services Group offers senior debt and mezzanine (UCC Sale) loan sale strategies. Our comprehensive database of qualified note buyers expedites the sales process.

RECEIVERSHIP SERVICES:

Our receivership program preserves asset value and ensures effective interim asset performance through proactive management and stabilization strategies.

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