

# *Dealing with Troubled Real Estate* ©

**Objective:** Real estate investments do not always produce profits. In fact, sometimes, they produce meaningful losses. Owners often face a variety of problems including falling real estate values, key tenants move, repairs are needed, lawsuits, natural disasters, mortgage debt, lack of liquidity, etc. This course focuses on how to deal with troubled real estate.

## **What you will learn:**

- How to identify “troubled real estate”
- The relevant facts to obtain
- Important sources of information
- The common causes for “trouble”
- Various options to deal with the “trouble”
- Factors to consider in refinancing the property
- The pros and cons of a “workout” vs. a bankruptcy filing
- The tax consequences of debt restructurings
- How to prepare the property for sale

**CPE:** 4 or 8 hours

**Level:** Basic

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis Gerschick