

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, the moving of their key tenants, repairs, lawsuits, natural disasters, mortgage debt, lack of liquidity, etc. This course focuses on how to deal with troubled real estate.

Learning objectives:

- Explain how to identify “troubled real estate”
- Set forth the relevant facts to obtain
- List the important sources of information
- Identify the common causes for “trouble”
- Describe various options to deal with the “trouble”
- List the factors to consider in refinancing the property
- Explain the pros and cons of a “workout” vs. a bankruptcy filing
- Set forth the tax consequences of debt restructurings
- Summarize how to prepare the property for sale

CPE: 4 or 8 hours

Level: Basic

Category: Technical Consulting

Prerequisites: None

Instructor: Dennis J. Gerschick

Code: DTRE