



Asset Repositioning & Monetization Services (ARMS)

Let Divaris' newest division put its expertise to work for you and show how it can wrap its ARMS around your troubled assets.

In this challenging economy, commercial real estate owners, lenders, investors and loan servicers are seeking creative, "out of the box" but practical turn-key solutions for their troubled assets. Divaris Real Estate has a 32-year, proven track record of providing successful turnaround, repositioning and disposition strategies for properties across the U.S. on behalf of local and national institutional owners.

Divaris offers stakeholders a comprehensive menu of services that is a "one-stop shop" from consulting and receivership through asset monetization via sale, refinancing, or joint venture. Our one objective is to increase the value of your asset. To assist you in achieving your goals, our menu of services includes:

- consulting
- receivership
- asset management
- property management
- repositioning / redevelopment and project management
- leasing
- sales and refinancing



Consulting

In an ideal world, time would permit a property assessment upfront. Our experienced team has assisted many clients in **strategic planning, valuations, highest and best use studies, feasibility studies, due diligence and market assessments.** Many times we are called in after the asset is secured – to then **devise and implement an asset monetization strategy.**



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Receivership

We have experience as court-appointed receivers, in taking control of a physical property, its receivables, security deposits, cash, equipment and other assets. We inspect all building systems, renegotiate all contracts and evaluate staffing to provide a cost-benefit analysis of every aspect

of the project. We provide trustees with all of the real estate functions required to preserve and stabilize the asset and to continue managing and leasing the property in a strategic manner.

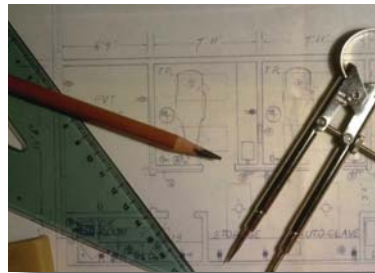
Asset Management

We realize that the most important thing we can offer is **value enhancement**. As asset manager, we direct the total value-added effort by hiring and directing the best vendors for the assignment including architects, engineers, contractors, leasing agents, property managers, and brokers. We take full responsibility for implementing the objectives of the owner.



Property Management

We currently oversee a portfolio of over 120 properties throughout the mid-Atlantic and Southeast. We have earned the prestigious **Accredited Management Organization** designation from the



Institute of Real Estate Management. Our clients include commercial banks, real

estate investment trusts, insurance companies and other institutions as well as a variety of local property owners. Our **YARDI** property management financial software is cutting-edge, web-based technology, customized

to work seamlessly with your reporting system, and thorough enough to give you all the details you need in one report. Our management personnel are skilled professionals boasting CPM, CCIM and CPA designations. All of these credentials assure that your asset will be maintained to the highest standards, with the utmost in fiduciary care.



Repositioning / Redevelopment and Project Management

Creativity is the common denominator in all of our completed projects. Our case studies run the gamut from converting a 1 million-square-foot mall into a full-service corporate center, to repositioning neighborhood grocery-anchored centers into regional power centers. Our process begins with a “blank canvas.” We determine the highest and best use for the property based on a study of the surrounding commercial and residential development, the demographics and strength and depth of the overall market, the physical structure of the property, the current income stream and a host of other factors. We apply **lateral thinking**

to devise a **cost-effective solution to maximize the real estate value**. We then direct the entire process: create a new merchandising mix and leasing plan, oversee design, arrange contractors, manage the construction and coordinate the tenants. We report weekly and update you as necessary.

Leasing

Today's economy places a premium on **tenant retention and aggressive marketing to fill vacancies**. Our seasoned brokers are very resourceful in identifying opportunities and **creating additional cash flow**. Our tenant representation client lists read like “Who's Who” of the top retail and office companies in several categories, and enables us direct access to decision-makers. Additionally, our national network memberships extend our reach to potential tenants across

the country. Beyond creating new leases, we are particularly skilled at expanding the revenue stream through lease terminations and back-filling, percentage rent negotiations, and disposing of surplus property.



Principal Members of



and



national affiliations of retail and office brokerage companies.



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Sales and Refinancings

Our job isn't complete until the asset you placed with us is **monetized and you receive its maximum value**. We combine our lateral thinking with our extensive database of lenders, investors and



developers to turn your asset into cash -- whether the ultimate disposition occurs through sale, lease, joint venture, refinancing, syndication or other venue. We consider these options constantly, through every stage of the

repositioning, on a **true risk/reward curve**, as at times it may be advantageous to sell a cogent plan instead of a completed project. Our sales and investment professionals view each property as more than the sum of each component part. Many times



we can identify hidden value from the overall asset by selling or refinancing component pieces, packaging assets for sale or negotiating joint venture agreements to minimize your risk.

Divaris Real Estate has overseen the repositioning of almost \$1 billion of assets in the U.S. and continues to **apply forward-thinking strategies to current market challenges for all of our clients**.



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