



Strategies for Purchasing Distressed Real Estate Assets – Patrick Valentino to present to CA Bar Real Property Law Section on May 5

Real Estate partner [Patrick Valentino](#) will be speaking at the 31st Annual Real Property Law Section Retreat of the CA State Bar on May 5 at the Resort at Squaw Creek, Lake Tahoe, CA. He will be leading a legal and business discussion of what is new in the acquisition of distressed commercial real estate assets.

Before the financial collapse many real estate investment groups participated in the market of buying distressed loans and distressed assets. Many of those acquisitions were one off style negotiated purchases, although pooled competitive bid sales occurred frequently as well. Most transactions were “linear” in that they involved the acquisition of the note, then perhaps a workout and / or foreclosure depending on a client’s business strategy.

After 2008, we saw a significant increase in competitive style bid pool sales which left the better assets being chased by largest real estate investors. Small and middle market investors turned to more complex arrangements including partnering with borrowers to workout the loan from the borrower’s perspective and generate a return. These types of transactions can cause enormous challenges for rescue and borrower groups that aren’t well aligned culturally.

Where are we now that the dust has settled and what successful strategies and structures are we seeing (and the challenges as well) from clients to effectively purchase and resolve distressed assets?

The program will include a discussion of Debt Acquisition, and REO. Additional discussion will include the various strategies we see including Rescue Capital and working through a distressed loan to a performing asset along with how counsel have advised their clients through the process.

For more information about the Real Property Law Section Retreat, please see <http://realpropertylaw.calbar.ca.gov/Education/RPRetreat.aspx>.