



VLP Law Group LLP is pleased to announce this upcoming live web seminar:

Strategies for Purchasing Distressed Real Estate Assets

Tuesday, July 31, 2012

12pm – 1pm PT/3pm-4pm ET

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 their progression because 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 bid pool sales which left the better assets being chased by larger real estate investors. Small and middle market Investors turned to more complex arrangements including partnering with borrowers to workout the loan, seek a discounted pay-off or purchase the loan. These types of transactions can cause enormous challenges for rescue and borrower groups that aren't well aligned culturally.

What You Will Learn

VLP Real Estate partner [Patrick Valentino](#) will be leading a legal and business discussion with Karl Coleman, President of Interwest Capital, about what is new in the acquisition of distressed commercial real estate assets. 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.

Intended Audience

- Investors and Principals who are buying distressed assets or are interested in learning more about distressed asset acquisitions
- Brokers, Accountants and other Consultants who may advise real estate principals
- Attorneys who are interested in the subject matter

Speaker Bios

Patrick Valentino is a partner in VLP's Real Estate Practice Group in San Francisco. He has almost 20 years of comprehensive commercial real estate advisory experience, including extensive experience in the negotiation and closing of debt acquisitions and sales, commercial real estate workouts, acquisitions and dispositions, real estate secured lending, office and retail leasing and joint venture partnerships.

Karl Coleman has over 18 years of experience in the acquisition of distressed assets in the secondary market and has been actively involved in the successful completion of over \$3 billion in principal transactions. Throughout his career, his primary activities have included sourcing and directing the acquisition of sub-performing and non-performing commercial real estate-secured loans and loan portfolios, as well as the direct purchase of REO properties

Reserve Your Spot – Register Now

This is a *free* event. We hope you will join us. Please register for the webinar by clicking on the event website: [VLPWebinar](#) by July 27, 2012. After registering, you will receive confirmation along with detailed instructions to access the webinar.

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