

SPECIAL ASSET SOLUTIONS

Actionable Insights in Uncertain Times

ADVISORY SERVICES THROUGHOUT THE SPECIAL ASSET DECISION PROCESS

As part of IPA's industry leading network, our team delivers comprehensive asset advisory services to clients with holdings nationwide. As the longest-tenured brokerage team in the region, our deep-rooted relationships and extensive experience uniquely position us to navigate the complexities of the real estate market. Our team's tailored approach focuses on determining an optimal resolution for the asset, preventing further deterioration, and maximizing the asset's economic and physical condition. Our collaborative effort with clients enables us to develop and execute innovative strategies customized for financial institutions, investors, and sellers alike, ensuring unparalleled success in every transaction.

SPECIALIZATION

We are uniquely qualified to assist lenders in formulating a tailored strategy for their asset, ensuring stability for each situation before entering the special assets continuum and managing and disposing of assets that have already become non-performing or are underperforming.

Coupled with our market-leading modern technological capabilities, we deliver a streamlined, professional service that exceeds our clients' expectations. Our deep understanding of the marketplace, trends, transactional experience, and underwriting has given us the adaptability to stay ahead of the market. This expertise allows us to provide a streamlined, professional service that exceeds our client's expectations.

Our Process

01

DEBTOR DELIQUENCY AND DEFAULTS

When debtor distress appears and defaults, our extensive market knowledge will assist lenders and real estate clients in making informed decisions.

02

CREDITOR BEGINS FORECLOSURE

We will work diligently with lenders to explore alternatives such as debtor cooperation, note sales, or property disposition.

03

COURT DECISION AWARDED

We will customize a strategic marketing plan and begin the buyer identification process to secure a quick sale after fee simple title is issued.

04

PUBLIC AUCTION

We will advise and provide asset valuations prior to foreclosure auctions to assure optimal decisionmaking during the bid process.

05

TITLE GRANTED

We will immediately initiate marketing efforts. During the marketing continuum, we will keep lenders informed each step of the way to guarantee a smooth transaction.

06

ASSET DISPOSITION

We will ensure the effective disposition of assets by creating a competitive market which generates the highest price and quickest close possible in today's market.

325

TOTAL SALES

\$6.2B

SALES VOLUME

24,000+

UNITS SOLD

70+

COMBINED YEARS
OF EXPERIENCE

About our Team

Our team represents IPA in the Pacific Northwest and specializes in the sale of multifamily assets and development sites throughout the region with over 70 years of combined experience. Philip and Giovanni joined forces in 2004 to create a team that would deliver preeminent advisory services to institutional and private clients. Committed to integrity, honesty, and a strong work ethic, we have expanded our team's presence in eastern Washington, Portland, and Boise by adding highly experienced brokers.

Since 2015, our team has listed and sold multifamily assets and urban infill development sites totaling nearly \$5.2 Billion and is recognized as market leaders in the Pacific Northwest. We also leverage IPA's and Marcus & Millichap's industry leading platform, which includes more than 80 offices in the United States and internationally, to broaden our reach and enhance exposure to potential investors.

KNOWLEDGE AND EXPERIENCE

In both advisory and transactional roles, our team consistently demonstrates an exceptional track record of maximizing value through our comprehensive strategies. **During the challenging downturn of 2008-12, we were market leaders in the Pacific Northwest** and received multiple prestigious awards including CoStar Power Brokers and Big Hitters designations. Drawing from this experience, we understand the advantages for lenders in staying ahead of the curve—from the initial missed payment to the eventual real estate disposition. Leveraging our in-depth market knowledge and research, lenders gain access to validated real-time data, offering a significant edge in establishing property values for the future.

With the ever-changing financial markets and rapidly evolving real estate marketplace, there has never been a greater need for trusted real estate professionals who are able to guide clients with intelligent, customized solutions to each financial situation.

We are equipped to thoroughly examine all available options for lenders and develop a strategic, well-informed approach to decision-making. Our assistance extends to areas that optimize both time and cost efficiency for lenders, including coordinating with cooperative borrowers, providing consultations for note sales, and devising management/leasing scenarios. Our understanding encompasses the nuanced details involved in addressing a diverse array of issues.



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