



Julius Webb, Inc.

REAL ESTATE SERVICES

## Troubled Assets – Limiting Losses and Maximizing Recovery

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Julius Webb, Inc.

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*Created for the purpose of defining troubled assets and identifying strategies lenders  
can use to mitigate their losses and liabilities, while maximizing their recovery.*

## Understanding Troubled Assets

The term “troubled asset” has been tossed around a lot in recent years, but what does it really mean? Perhaps you’ve also heard these assets referred to as “special.” In this white paper, we will attempt to demystify such terminology and provide lenders and investors with an understanding of how these assets impact the bottom line. “Special” and “troubled” are used interchangeably when referring to assets that are not performing as outlined and agreed upon in the loan documents. The two most common types of default are as follows:

### Payment Default

Payment default occurs when the borrower is unable to service the debt on time.

### Maturity Default

Maturity default occurs when the borrower fails to pay the principal balance due at maturity of the loan.

The traditional source of such payments is through a refinance. Many borrowers facing maturity are now finding that refinancing is more difficult.

When it comes to real estate assets, no product type is immune from trouble. Julius Webb has worked directly with private and institutional lenders as well as their borrowers to manage a wide variety of troubled assets including single-family homes, apartment communities, office buildings, warehouses, and self-storage facilities. If you have a special or troubled asset, no matter the type or condition, Julius Webb can help. In fact, the more trouble you have the more pronounced the benefits derived from Julius Webb’s local, nimble, hands-on approach.

“After one of its borrowers experienced a maturity default, the bank sought out professional help. We began working with Julius Webb with Clear Creek Cottages, a Charleston-style home development located in Norcross, when the current real estate developer needed to get out. Jim and his team turned the project around, came in ahead of budget and have done a wonderful job. Jim has done everything we have asked him to do – faster, less expensively and independently. Our relationship with Julius now goes well beyond Clear Creek and construction. We are working with other members of the Julius team in additional areas such as asset management... I think the world of Jim, and his team is proving to be thoughtful, knowledgeable, capable, and effective — not to mention fast!”

**Hank Almquist**

Senior Bank Executive



## Understanding The Consequences

When a property is identified as troubled, the lender or investor is saddled with a heavy burden. Internally, there is an enormous investment of time and resources committed to the asset to (hopefully) minimize liability and loss with the ultimate goal of making the lender whole.

While a specialist at the bank is assigned to manage the case, someone must also go and physically inspect the asset to determine potential liabilities such as environmental contamination, life-safety hazards, and operational risks. Such issues can create costly obligations for the lender and must be closely evaluated and monitored.

If you are a lender, someone within the bank is also typically assigned to coordinate maintenance on the asset. For most lenders, the goal is to quickly sell the asset and recover the highest possible dollar amount.

In some cases, when a sale isn't possible or minimally beneficial, lenders or investors will engage an outside company (such as Julius Webb) to operate the asset. Depending on the asset type, Julius may employ strategies designed to begin generating income or make the asset more capable of being sold.

For example, recently when lenders and investors holding troubled lots were having difficulty selling

them, Julius Webb and its sister firm Development partnered to improve the lots. In some cases this was just enough to make them marketable and on other lots speculative homes were built. In each case just enough was done to make the properties marketable. This internal collaboration of market knowledge, development and construction expertise, and capital formation allowed Julius Webb's clients to eventually monetize all their lots.

When lenders and investors fail to appropriately manage their troubled assets, the financial consequences can be devastating. It's critically important that our clients understand their options. While foreclosure can sometimes save a portion of the investment, depending on the state of the asset, it can also result in greater liabilities. At times, the wise decision may be to simply walk away. Julius helps financial institutions weigh the alternatives, prevent further losses and maximize the dollar amount recovered.

## When (and How) to Get Help

Lenders and investors with troubled assets must take a proactive approach. The best results happen when trouble is identified early and action is taken quickly.

*“Julius and his team are the type of people who take the bull by the horns, walk into the most difficult situation and calm everyone down to think it through. Julius surveys a situation and he does what needs to be done. They have stepped into projects on the day of foreclosure and turned them around with much thought and energy.”*

**Jay Kessler**  
President, Lib Properties

## Signs that an Asset Is Headed for Trouble

It's important that lenders and investors understand the early warning signs that an asset may be headed for trouble. When you know what to look for, it's easy to spot. Is the asset properly cared for and maintained? Look at the lawn, the gutters, and the roof. Are there repairs that need to be done? A borrower or developer who fails to invest the time and money needed for basic upkeep may soon struggle to service the debt as well.

Keep your eye on rental rates and occupancy. If these numbers decline, there may be trouble on the horizon.

Is tenant turnover high? Are new tenants less creditworthy? This may indicate a problematic trend.

In short, do your best to stay aware of what is going on. Look at the situation with a broad perspective. An asset can descend into trouble quickly but there are usually at least a few indications that it's happening. Some savvy bankers tell us they simply get a "gut" feeling.

From our experience, we can confidently say that lenders and investors who seek assistance right away have a significantly better chance of recovering the investment and minimizing losses. It's the same advice you'd get from any medical provider: Early diagnosis and fast action are your best bet for overcoming a health issue. When the health of your asset is on the line, don't wait.

Julius Webb is available at any stage to help identify options and design a plan for managing the asset. We can catch problems before they snowball and prevent them from becoming unsalvageable situations. In the early stages, such problems are typically easier, faster and less expensive to fix. With our assistance, many properties have been resuscitated.

*The project has had a pretty phenomenal transformation. I give Julius Webb, Inc. credit for the vision and we are pleased with the physical appearance of the corporate campus. Julius and his team have helped market the project with an aggressive marketing approach, including a website, billboard and third party calling.... We need this asset stabilized, as we must ultimately sell it, and we're grateful to Julius for making it a vibrant asset.*

**Freddie Deutsch**

CEO & President, Signature Bank of Georgia

## Saving a Troubled Asset

Troubled assets don't have to result in serious losses or liabilities. In fact, with prompt, strategic action, they can often be saved. If your company is currently holding troubled assets, Julius would love to learn more about your situation and discuss ways we can help. To learn more about our past successes, please review the case studies cited in this white paper available on [webb-realestate.com](http://webb-realestate.com).

For a quick chat or to schedule a no-obligation assessment about a potentially troubled asset, contact Julius Webb at 706-669-9241 or [Info@webb-realestate.com](mailto:Info@webb-realestate.com).

*Our bank works with Julius and they have performed exceptionally well. Not only do they build an excellent product, they are doing a good job in marketing and getting the properties sold for us.*

**Tuck Perkins**, Bank Executive