

## Client List - Past & Present

- Aetna Insurance
- Angela, Fordon & Company, L.P.
- Arthur Anderson & Co.
- Bank of America
- California Federal
- China Trust Bank
- Cohen Financial
- Deutsche Banc Mortgage
- Dexia (Artesia Mortgage)
- Farm Bureau Financial Services
- FDIC
- First American Trust
- GE Capital
- GEMSA Loan Service
- GMAC Commercial Mortgage/  
Capmark Finance
- IDS Life Insurance (American Express)
- Johnson Wax
- Jeunique International
- Lehman Brothers
- Metropolitan Life Insurance Company
- Midland Loan Services
- Morgan Stanley
- National Life of Vermont Insurance Co.
- New York Life
- New York Teacher Insurance & Annuity
- Ohio National Insurance Co.
- RTC
- Stancorp Insurance Co.
- Tri Sail Equity Partners
- Thivent Financial Insurance Co.
- Wachovia Bank
- Washington Mutual



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 **Sperry Van Ness**<sup>®</sup>  
Asset Management

Industrial



Flex



Retail

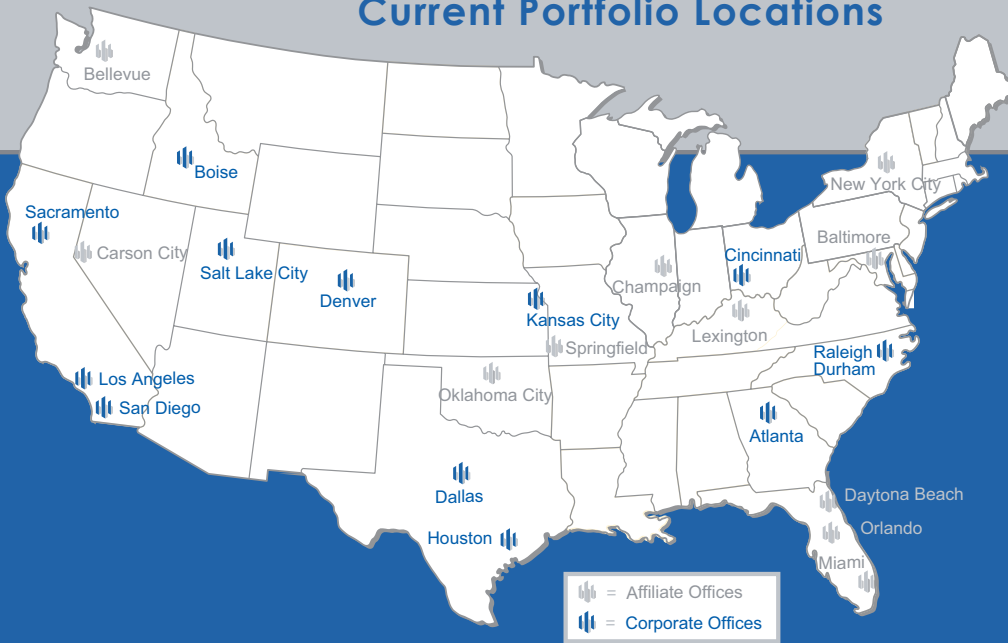


Office



**Experience  
Execution  
Ensuring Better Results**

## Current Portfolio Locations



## Maximizing Value Recovery

SVN Asset Management has the experience and skills to create a solid business plan for each specific asset and execute efficiently on that plan, resulting in maximum recovery. We build success by:

- Utilizing over 20 years of experience in repositioning over \$1 Billion in assets
- Offering a turn-key solution to distressed asset management, allowing for a smooth transition and avoiding duplication of effort & cost
- Communicating with our extensive network of brokers, buyers & industrial specialists to understand local market competition, tenant and buyer needs
- Employing our local market knowledge to hire the best leasing and sales team in order to maximize results
- Providing a strong marketing campaign specific to each asset
- Providing the same service that has enabled us to establish a reputation for building trust with our clients for over 20 years
- Proactively getting “the deal” done

## What We Offer

- Property Management
- Control of Cash and Tenant Relationships to maintain the integrity of the Asset
- Asset Valuation
- Risk Management
- Selection of Leasing Team
- Accounting / Financial Reports
- Cash Flow Analysis
- Cost / Benefit Analysis
- Marketing
- Web Access 24/7
- Disposition Analysis & Brokerage
- Auction
  - Sealed Bid
  - Online Sales
  - Loan Sales

## Regional Offices | Affiliate Offices

- |                      |                     |
|----------------------|---------------------|
| • Sacramento, CA     | • Orlando, FL       |
| • Los Angeles, CA    | • Daytona Beach, FL |
| • San Diego, CA      | • Champaign, IL     |
| • Denver, CO         | • Lexington, KY     |
| • Salt Lake City, UT | • Baltimore, MD     |
| • Boise, ID          | • Springfield, MO   |
| • Dallas, TX         | • Carson City, NV   |
| • Houston, TX        | • New York City, NY |
| • Kansas City, KS    | • Oklahoma City, OK |
| • Atlanta, GA        | • Bellevue, WA      |
| • Cincinnati, OH     | • Miami, FL         |
| • Raleigh Durham, NC | • New York City, NY |

