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Abstract:

**Long Live “New Age” Financial Solutions:
A Bankruptcy Case To Watch, An
Assumption And CarryBack Note At
Better Combined Terms Than The Market,
Earnout Potential For A Troubled Asset,
And Sourcing Intelligence**

In this article, the author discusses four “New Age” solutions for real estate finance transactions. These financial solutions, according to the author, may be focused on preservation of yesterday’s deals already in the portfolio, while any new acquisitions that can be consummated under the difficult market conditions of today may well become the “crown jewels” of tomorrow.

“New Age” solutions for real estate finance are not new, just increasing in prominence to deal with the heightened challenges stemming from the lack of financing availability and concern for cash flow. These techniques include the use of bankruptcy, assumption of existing financing in conjunction with seller carryback financing at blended terms that are superior to what the finance markets can deliver, earnout potentials, and the use of systematic search strategies to discover additional sources of financing.

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