

Resolution teams to aid businesses, offer ideas to help weather economy

By Cassandra Kimberly

Wednesday, February 4, 2009

One of Memphis' leading commercial real estate advisory groups is launching a new division to help investors, property owners and others through the aftermath of last year's economic bust.

Commercial Advisors Resolution Group will join [Commercial Advisors LLC](#) and [Commercial Alliance Management Group LLC](#) in developing strategies for local industrial, office, retail and multifamily portfolios.

"We're always trying to respond to market needs and do so ahead of the curve," said [Kemp Conrad](#), senior vice president of Commercial Advisors. "In places like (Los Angeles) we saw the collapse of the residential real estate. Unfortunately, this is something we expect to see happening in the commercial sector."

The new group was prompted by [Cushman & Wakefield](#), which approved Commercial as an alliance member in 2004.

According to research firm [Foresight Analytics LLC](#), \$530 billion of commercial mortgages nationally will be coming due for refinancing in the next three years. The group expects about \$160 billion during the next year.

Unlike home loans, commercial mortgages are typically underwritten for five, seven or 10 years with big payments due at the end of the term. The mortgages usually need to be refinanced. Inability to refinance could force a borrower to give up the property to the lender.

"There are definitely going to be distressed commercial assets that come back to banks," said [Larry Jensen](#), president and CEO of Commercial Advisors. "In one way, Memphis is probably not going to be as bad as a lot of other cities, but people paid some big prices for properties that they now have too much debt on."

Commercial Advisors Resolution Group will help their clients mitigate damage and stabilize or reposition the property or portfolio assets.

Because every situation will be different, Commercial will assign a resolution team tailored to the circumstances, Jensen said.

"We've got the people to provide the level of problem-solving that is needed in the complexity of this situation," he said. "We have a full-service capability when it comes to things like property management, construction management and leasing."

As a Cushman & Wakefield alliance member, Commercial Alliance Resolution Group will have access to training, accounting and reporting systems, and the network of Cushman offices.

The alliance will allow Commercial's resolution group to help clients all over the United States, Conrad said.

"We can cover this whole region for Cushman's clients," he said. "If we have a local lender that has an asset in Jacksonville (Fla.), we can plug into our associates and help there, too."

Though investors and lenders may not be feeling the effects yet, a dramatic change is coming to the national and the Memphis market, Jensen said.

Commercial Advisors Resolution Group

A team of real estate professionals from Commercial Advisors LLC and Commercial Alliance Management LLC to develop asset and portfolio strategies

Address: 3175 Lenox Park, Suite 100

Team: Kemp Conrad, Larry Jensen, Dave Curran, Dan Wahl, Max Aldrich, Melissa Alexander, Wyatt Aiken and Jacob Biddle

Contact: 366-6070

Web: commadv.com, comallmgt.com



© 2009 Scripps Newspaper Group — Online