



## U.S. BANK

Corporate Client

[www.usbank.com](http://www.usbank.com)

### PROJECT OVERVIEW: OWNER REPRESENTATION

The Advisory Services Group was engaged in 2016 to represent U.S. Bank in the disposition of its Other Real Estate Owned (OREO) properties throughout the United States. OREO assets are considered non-earning assets for purposes of regulatory accounting and must be disposed of within a defined term set by the Office of the Comptroller of the Currency.

#### SERVICES

- Property valuation
- Transaction management
- Marketing
- Sales negotiations

#### PORTFOLIO

- Algonquin, IL
- Carthage, MO
- Cleveland, OH
- Fort Collins, CO
- Gallipolis, OH
- Green Bay, WI
- Madison, WI
- Morrilton, AR
- Richmond, IN
- Spooner, WI

#### APPROACH

- Identified brokerage partners for each asset within the portfolio.
- Collaborated with brokerage partners to complete Broker Opinions of Value (BOVs), gauging potential sale price and timing, for each property.
- Marketed properties via local MLS listings, commercial real estate databases and targeted email blasts.
- Provided biweekly status reports of portfolio activity via conference calls with client.

#### RESULTS

- Completed 11 sales transactions across seven states in 2016.
- Generated \$5.2M in sales revenue.