



## Real Estate Advisory Services

As global economic uncertainty increases, the flight to quality investments in commercial real estate continues. With increased competition for real estate assets, both buyers and sellers must undertake thorough due diligence to uncover the greatest potential returns. Duff & Phelps' Real Estate Advisory Group provides comprehensive support in connection with real estate investments, transactions, valuation, asset and portfolio management, and optimization. Our consulting services help our clients maximize the value of their real estate holdings, and make important business decisions with confidence.

### Benefits of the Duff & Phelps Real Estate Advisory Group

#### Global Practice

As a global practice, we have the scale and geographic coverage to meet our clients' needs wherever they may be. With over 300 dedicated real estate professionals operating out of 25 offices, we have the local market expertise necessary to appraise and consult on major projects consistently throughout the world.

#### Industry Expertise

As a market leader in real estate valuation and consulting, our professionals bring technical and industry expertise and local market knowledge to our clients. Our professionals are experts in all real estate sectors as well as real estate funds; public and private REITs; corporate, institutional and franchise real estate; right of way; railroad and utilities; and alternative assets among others.

#### Independence

We offer independent valuation and consulting services to our clients in accordance with professional and ethical standards. We do not provide financial reporting audit services or equity research, and ensure that we are not subject to conflicts of interest in performing our work.

#### Credentials

Our professionals include real estate valuation and consulting experts, real estate investment bankers, chartered surveyors, architects, engineers, and geologists. Certifications and memberships include MAI, RICS, CRE, ASA, HypZert, LEED and BREEAM, among others. Our appraisals are USPAP, IVS and RICS compliant.

## Our real estate services include:

---

### Valuation and Consulting

- Financial and Tax Reporting
- REIT Valuations
- Financing/Mortgage Lending Appraisals
- RICS (Red Book) Appraisals
- Portfolio Valuations
- Insurance Appraisals
- Appraisal Reviews
- Right of Way Appraisal
- Litigation Support/Expert Opinions
- Cost Segregation/Capital Allowance Consulting

### Investment Advisory

- Property Investment and Portfolio Analysis
- Commercial Due Diligence
- Technical Advisory/Property Condition Reports
- Feasibility and Site Selection Studies
- Cash Flow Analytics and Modelling (Argus)
- Lease Abstraction and Analysis

### Transaction Advisory

- Buy-side and Sell-side Advisory
- Technical/Environmental Due Diligence
- Investor Solicitation/Auction and Bid Management
- Data Room/Document Management
- Fairness and Solvency Opinions
- Sale-leaseback Advisory

### Property Asset Management and Optimization

- Strategic Planning
- Asset and Portfolio Investment Management
- Portfolio Rationalization/Restructuring
- Distressed Asset Remediation
- Property Management and Monitoring
- Development and Construction Advisory and Management
- Project-Controlling for lenders or investors
- Property Tax Consulting
- Environmental Services/Remediation
- Analytics Advisory

### Financing and Debt Advisory

- Equity and Debt Restructuring and Sourcing
- Loan Origination/Transaction Support
- Sell-side and buy-side Loan Investment Advisory
- NPL Valuation
- Mortgage Loan Services Outsourcing for Financial Institutions
- Lease Renegotiation Assistance
- Optimization of Financing Structures (Asset and Corporate Level)
- Real Estate Restructuring/Repositioning

## For more information please visit:

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

### About Duff & Phelps

Duff & Phelps is the premier global valuation and corporate finance advisor with expertise in complex valuation, dispute and legal management consulting, M&A, restructuring, and compliance and regulatory consulting. The firm's more than 2,000 employees serve a diverse range of clients from offices around the world. For more information, visit [www.duffandphelps.com](http://www.duffandphelps.com).

*M&A advisory, capital raising and secondary market advisory services in the United States are provided by Duff & Phelps Securities, LLC. Member FINRA/SIPC. Pagemill Partners is a Division of Duff & Phelps Securities, LLC. M&A advisory and capital raising advisory services are provided in a number of European countries through Duff & Phelps Securities Ltd, UK, which includes branches in Ireland and Germany. Duff & Phelps Securities Ltd, UK, is regulated by the Financial Conduct Authority.*