

SANSONE GROUP EXPANDS TO ADDRESS SURPLUS OF DISTRESSED ASSETS

Sansone Group, a St. Louis-based commercial real estate firm, has expanded its services to assist lenders and property owners finding themselves with a surplus of distressed property. Sansone Group assists these clients with management, leasing and even disposition of these assets. In the past year, Sansone Group has been involved in numerous deals which are a direct result of the surplus of foreclosed properties and the lenders' need for professional services to retain or recoup the highest value for those distressed assets.

Already in 2010, Sansone Group has sold three real estate owned (REO) foreclosed buildings. A 100,000 square foot facility in Washington, Missouri, sold in five months, a 16,000 square foot office/warehouse in South County closed in 15 days and a 40,000 square foot office building in Hazelwood sold after being on the market for only three days.

Nick Sansone, a Principal of Sansone Group says "In addition to the ability to sell these properties quickly for the banks, we have a growing number of cases where we are assisting the tenants to work with the banks to keep their properties out of foreclosure."

In 2009, Sansone Group's Retail Team, through client referral, was hired by a bridge lender in a foreclosure suit to take over the management and leasing of a 163,000 square foot shopping center in Indiana. By November, Sansone Group was able to re-tenant the center with one of the few new Best Buy stores in the country, which has created a renewed interest in the center.

"Best Buy took advantage of the great deals they were able to get in the market and by doing so have created a new interest in the center," explains David Willis, Director of Retail Brokerage.

In August 2009, through a bank receivership, Sansone Group took over the leasing, management and potential sale of a 70,000 square foot office/retail center in O'Fallon, Missouri. The team has also taken over a center in Jefferson County where they are helping the tenant work with the bank to keep them out of foreclosure.

In addition to office/warehouse and shopping centers fallen victim to the economy, large, national commercial lenders foreclosing on regional franchisees associated with national restaurant chains have also been adding to the growing inventory of distressed property listings. As a result, Sansone Group has multiple outlot and freestanding opportunities for clients wishing to take advantage of the great pricing they can get in this buyer's market.

Sansone Group is a nationally recognized St. Louis-based commercial real estate firm that specializes in property and facility management, brokerage, development and redevelopment of retail, industrial, office and residential properties. Currently, Sansone Group operates over 22 million square feet of retail, industrial and office properties in 14 states and over 2,000 residential units. Please visit our website at www.sansonegroup.com.

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BUT FINDING MORE REAL ESTATE
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**ARE YOU A LENDER IN POSSESSION
OF DISTRESSED PROPERTY?**



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With over 22 million square feet of property under management in 14 states, we are helping banks and financial institutions retain the value and income of distressed properties.

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- Disposition
- Management & Leasing Services
- Retail, Office, Industrial or Residential
- Offices throughout the Midwest and Florida
- Professional Property Managers and Maintenance Staff with 24-Hour Help Desk
- In-House Marketing Department
- Personal Online Access to Monitor Property Activity

**SANSONE GROUP CAN HELP
LEASE, MANAGE OR DISPOSE
OF THOSE ASSETS.**