**Real Estate Restructuring Training Module**

**Source List**

**Slide 7 and 8: Trend #1—Low Credit Access**

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   1. <http://www.realtor.org/reports/commercial-lending-survey>

**Slide 9: Trend #2 – Depressed Market Values**

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   1. <http://www.frbsf.org/publications/economics/letter/2011/el2011-29.html>

**Slide 10: Trend #2 – Depressed Market Values**

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<http://www.us.am.joneslanglasalle.com/ResearchLevel1/United_States_Retail_Outlook_2012-interactive.pdf>

**Slide 11: The CRE Loan Wall Gets Hit in 2015-2017**

1. CasteOak Securities, LP and Trepp

**Slide 12: Trend #3 – Rising need for deferred maintenance**

1. Joint Center for Housing Studies of Harvard University
   1. <http://www.jchs.harvard.edu/lira-remodeling-activity-poised-strong-growth>

**Slide 14: CDFIs can target small businesses by level of maturity**

1. Statistics of U.S. Business, Census Bureau, 2009
   1. <http://www.census.gov/econ/susb/>

**Slide 15: Business Incubators**

1. Types of Tenants in Business Incubators
   1. <http://www.ehow.com/info_8481275_type-tenants-business-incubators.html#ixzz292ACSMi9>

**Slide 16: Public Private Partnerships (PPP’s)**

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3. The Cost of Blight: Vacant and Abandoned Properties
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**Slide 21: What are the benefits of sale-leaseback to a small business?**

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**Slide 25: Sample terms**

1. Cole Real Estate Investments, Sale-Leaseback Transactions
   1. <https://www.colecapital.com/real-estate-professionals/real-estate-capabilites/acquisitions/sale-leaseback-financing>
2. Horn Capital, Sale-Leaseback Financing
3. <http://www.horncapital.com/blog/>
4. Blue Crown Financing
5. http://www.bluecrownfunding.com/salesleaseback.html

**Slide 28: Supporting Maintenance & Improvements in Real Estate**

1. Economists Say Housing Outlook Continues to Slowly Brighten, National Association of Home Builders.
   1. <http://www.nahb.org/news_details.aspx?newsID=15257&fromGSA=1>
2. Homeowners Expect to Spend More for Home Improvements, Principia Consulting.
   1. <http://www.principiaconsulting.com/industries/building-materials/surveys/homeowners-expect-to-spend-more-for-home-improvements.php>
3. September 2012 Home Improvement Market Sales Forecast Growth of 4.9% in 2012 and 4.0% in 2013, Home Improvement Research Institute.
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