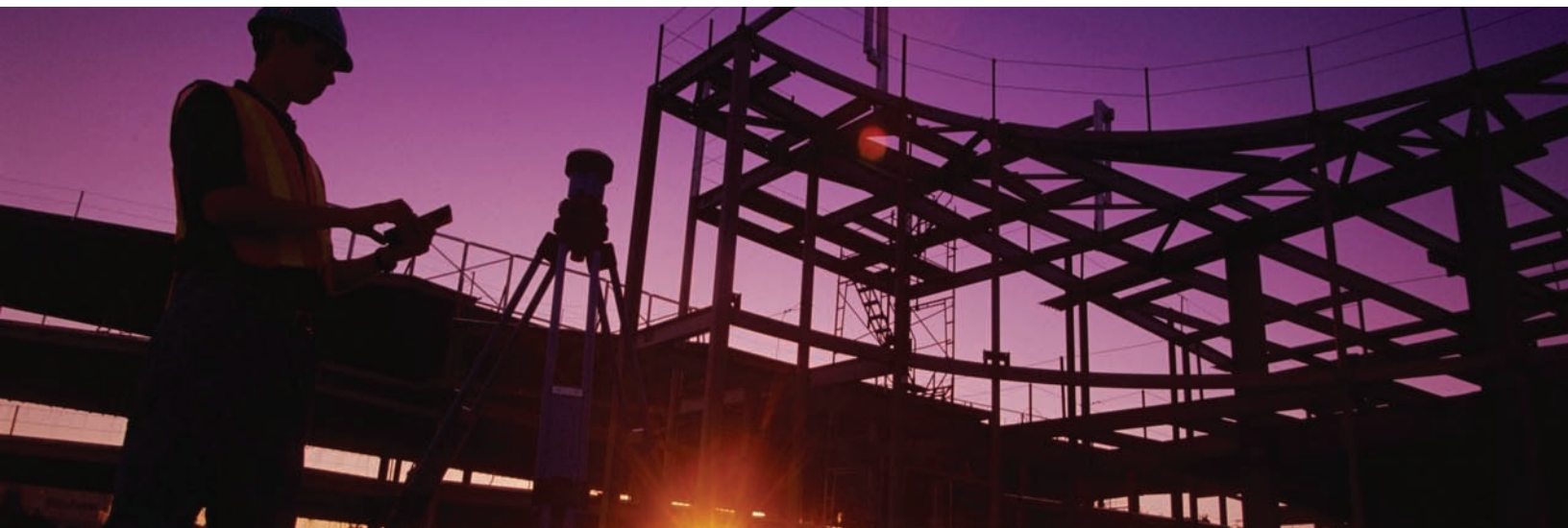


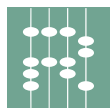
Commercial Real Estate Services

| INDUSTRY |



Building value. Creating
financial opportunity.

Today's commercial real estate market presents a unique set of challenges – and opportunities. Reznick Group helps institutional clients develop effective financial strategies to capitalize on an evolving global real estate market.



**Reznick
Group**

ACCOUNTING • TAX • BUSINESS ADVISORY

Commercial Real Estate Services

Today's uncertain economic environment presents commercial real estate owners, investors and professionals with numerous complex challenges, and unprecedented opportunities. More than ever, the role of a trusted business advisor can be a critical factor in helping a client successfully navigate these challenges, while taking full advantage of opportunities in the marketplace.

At Reznick Group, our commercial real estate professionals employ closely coordinated teamwork and sophisticated financial skills, along with a 30-plus-year track record in real estate. We provide our clients with accounting, tax and business advisory services that leverage the strength of our experience, industry knowledge and national resources in helping clients achieve their business objectives.

Challenges and Opportunities

The subprime mortgage crisis triggered a soaring number of mortgage delinquencies and foreclosures that left many players in commercial real estate exposed to enormous risks. Property owners found themselves in need of workouts and loan modifications. Fund managers had to contend with legacy issues, investor return expectations and capital-raising challenges. Many land developers and homebuilders were left simply fighting for survival. At the same time, accounting rules and



standards were evolving from a historical cost basis to a fair value model, becoming increasingly complex, subjective and confusing.

Despite these challenges, Reznick Group believes there are many opportunities ahead. We are moving toward massive changes of ownership where trillions of dollars worth of real estate will likely change hands. Given the current global financial instability, real estate will continue to be a desirable alternative institutional asset class.

Our Real Estate Professionals

Reznick Group's real estate professionals are acknowledged thought leaders who understand the broadest range of accounting, tax and business issues across every sector of the commercial real estate industry. Our institutional clientele includes private equity funds, pension funds investing in real estate, REITs, commercial and residential property owners and operators, hotels and resorts, real estate developers, homebuilders and land developers. We provide them with an array of services ranging from audit and assurance and tax compliance to litigation consulting, distressed asset management, transaction structuring, valuations and appraisals.

Our goal is to consistently provide exceptional, proactive personal service and exceed client expectations.





Accounting, Tax and Business Advisory Services

- Audit and assurance
- Accounting and tax outsourcing
- Capital markets
- Cost segregation
- Due diligence
- Lease audit and administration services
- Mergers and acquisitions
- Purchase price allocations (FAS 141)
- State and local tax
- Tax consulting and compliance
- Transaction structuring
- Valuation and appraisal

Learn More:

Including Reznick Group as part of your commercial real estate team will provide you with access to deep industry knowledge and experience.

For more information on how your company can benefit from our commercial real estate services, visit:

www.reznickgroup.com/commercialrealestate

Case Study: Real Estate Private Equity Fund

Client

A real estate private equity fund comprised primarily of institutional investors.

Situation

The fund was considering restructuring a significant hotel resort investment. Its management asked Reznick Group to work with their counsel to create various models in order to evaluate the tax consequences of the restructured investment.

Challenge

The fund's management was not certain of the scope of the process, the nature of the tax implications of the transaction or their ultimate financial objectives. We were asked to perform audit and due diligence services relating to the transaction and coordinate our efforts with all parties involved.

Reznick Group Solution

Reznick Group tax and audit professionals quickly identified, developed and assessed alternative tax strategies and consequences based on various restructuring scenarios. The audit team was able to perform due diligence services relating to the accounting and internal controls environment at the hotel property and with respect to the joint venture partner maintaining the property's records. The audit team's procedures were instrumental in successfully closing the restructuring transaction.

Results

Reznick Group coordinated efforts with the fund's tax counsel and CFO to resolve complex tax issues in lowering the fund's tax exposure while helping to minimize future tax liabilities to the fund's investors and joint venture partner. Reznick Group's audit team was also able to help develop and implement cost-saving internal controls recommendations for improved efficiencies to the hotel's operations. As a result, the private equity fund has engaged Reznick Group as auditors and tax advisors for its hotel investment and to provide advisory, audit and tax services on future transactions.

About Reznick Group

Reznick Group is a top 20 national CPA firm providing accounting, tax and business advisory services to clients nationwide. The firm's industry experience includes affordable housing, financial services, renewable energy, healthcare, nonprofits, professional services, commercial real estate and technology.

For more information, visit:
www.reznickgroup.com