

## IREM® Skill Badge: Managing Distressed Properties (ISBMDP)

Commercial real estate faces a tsunami of distressed properties. Many properties are empty. Office, retail, mixed-use, and other properties are at a crossroad. Learn how to assess, plan, and pivot distressed properties in your portfolio. Seize the opportunity to ride a new wave. Or risk getting crushed waiting.

### Course description:

Managing distressed properties can be among the greatest management challenges that real estate managers will encounter. Turning around a distressed asset requires a comprehensive understanding of how to evaluate and resolve key issues and challenges unique to each asset. While there is no one-size-fits all solution, this course will provide solutions and guidance for common situations encountered and best practices to employ when dealing with distressed properties.

### CRE's biggest tsunami— distressed properties.

Earn the IREM® Skill Badge:  
Managing Distressed Properties.

Only \$99



After taking the course and passing the exam, you'll earn the IREM Skill Badge: Managing Distressed Properties to be able to:

- Identify elements of distressed properties, their potential owners, and the manager's role
- Analyze distressed properties, prioritize issues, and develop a management plan
- Implement effective management operations when evaluating and taking over a distressed property
- Determine strategies to reposition distressed properties
- Have a better understanding of the receivership and foreclosure process
- Develop an exit strategy that meets your objectives

### Course length

This course is approximately 3-5 hours, followed by a 50-question online exam.

### Cost:

\$99 / members

Register at [bit.ly/ISBMDP2](https://bit.ly/ISBMDP2)



## Managing Distressed Properties Skill Badge course outline:

Lesson/topics
<b>1. Overview of distressed properties</b> <ul style="list-style-type: none"> <li>Identify elements of distressed properties, common causes, key indicators, different owner types, the manager's role, and ethics</li> </ul>
<b>2. Analyzing distressed properties</b> <ul style="list-style-type: none"> <li>Analyze distressed properties, prioritize issues (physical, mechanical, and financial, etc.), and develop the critical management plan</li> </ul>
<b>3. Effective management operations</b> <ul style="list-style-type: none"> <li>Implement effective management operations including: top priorities, HUD guidelines, marketing and leasing, work orders, accounting and budgeting, staffing, communications, and reporting</li> </ul>
<b>4. Repositioning distressed properties</b> <ul style="list-style-type: none"> <li>Determine strategies to reposition troubled properties through SWOT analysis, rehab, adaptive reuse, highest and best use, restructuring leases and/or loans, and raising equity</li> </ul>
<b>5. Receivership and foreclosure</b> <ul style="list-style-type: none"> <li>Outline the receivership, its duties, assignment, as well as the foreclosure process, liability issues, and opportunities</li> </ul>
<b>6. Develop an exit strategy</b> <ul style="list-style-type: none"> <li>Outline the 6 factors to consider and their potential outcomes</li> </ul>

## Prove your expertise with these recommended Skill Badges:

<div> <div>Asset Management-Loan Analysis</div> <div>Skill Badge</div> <div>IREM</div> </div>	<div> <div>Customer Service &amp; Loyalty</div> <div>Skill Badge</div> <div>IREM</div> </div>	<div> <div>Maintenance and Risk Management</div> <div>Skill Badge</div> <div>IREM</div> </div>	<div> <div>Building Technology</div> <div>Skill Badge</div> <div>IREM</div> </div>
<p><b>Asset Management – Loan Analysis</b> Learn how to analyze and evaluate property finance and gain practical knowledge to calculate effective interest rates, lender ratios, break-even analysis, and more.</p> <p>\$99 Member/ \$129 Non-member Register: <a href="https://bit.ly/ISBASMS">bit.ly/ISBASMS</a></p>	<p><b>Customer Service and Renter Loyalty</b> Increase retention and satisfaction levels through an optimal customer experience and a culture of community-building. Plus, discover ideas to generate financial success.</p> <p>\$29 Register: <a href="https://bit.ly/ISBCSL">bit.ly/ISBCSL</a></p>	<p><b>Maintenance &amp; Risk Management</b> Learn best practices and steps for running a maintenance and risk management program to reduce potential loss and preserves the owner's investment.</p> <p>\$99 Member/ \$129 Non-member Register: <a href="https://bit.ly/ISBMNT2">bit.ly/ISBMNT2</a></p>	<p><b>Building Technology</b> Learn how technology can increase your team's productivity and elevate the resident-tenant experience. Plus support your building's operations.</p> <p>\$99 Member/ \$129 Non-member Register: <a href="https://bit.ly/ISBTCHS">bit.ly/ISBTCHS</a></p>