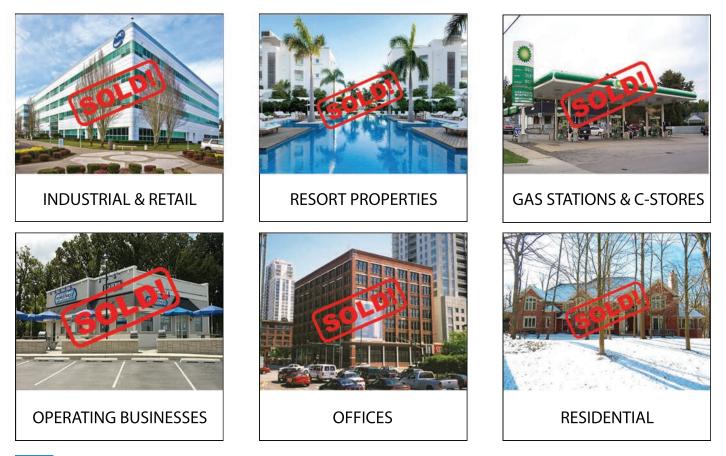
# Solutions For Special Assets



1-855-460-BIDS (2437)

www.realestateauctionsinc.com

# **Inspiring Solutions**



### **About DRES**

Our primary focus is representing you in today's challenging markets. Our team is involved in every step of the process, from advisory work to completed transactions. We make it our goal to stay abreast of industry activity so that we continue to provide outstanding service to our clients. Diliberto Real Estate was originally conceived over 27 years ago with a sole focus on accelerated real estate marketing. The company used structured sales and real estate auctions to sell a range of properties, from homes, retail assets, vacation and resort properties and commercial properties across the US. But for the most part, the firm was helping owners to accelerate a sale because the market was slow. Or because the property was hard to value.

As markets fluctuated over the years, the firm's philosophy held true. Auctions were a way to make a market with the best buyers and sellers, regardless of the economy. As a result, this practice opened doors to many markets. Due to the deep relationships built with Our clients, we became a logical provider of other services for those clients, related to real estate, including financial services, investments, evaluation, business brokerage and property management. Today, the company is involved in every step of the Client's job. Today, our creative advisors find solutions that clients cannot find elsewhere.

#### **Core Values**

Diliberto Real Estate reaches back in time for core values; when the business culture was about people, timehonored practices and personal service. Today it is common to see this culture replaced with high volume, self-service and systems. Meanwhile, Diliberto Real Estate taps the current market's resources, tools and technology-centric advantages, which when combined with good business, create the high-level services which is why our clients, small and large have selected Diliberto Real Estate over closer or larger service providers.

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### 1 REAL ESTATE & FINANCIAL ADVISORY

Diliberto Real Estate maintains a leadership position in real estate and financial services; now for over 27 years. Respected among its peers and used by top sellers, buyers, owners and investors, the Diliberto brand has participated in thousands of transactions, diversified over many disciplines and asset types. But it all starts with advice designed for the client's best interest, and that has become one of the firm's differentiators among its competitors.

By using an advisory services platform, the firm provides conflict-free solutions for its clients. When a sales process is the right choice, our team prepares and executes a transaction in just weeks.

Diliberto Real Estate leverages the latest technology and updated analysis to help clients enhance the value of their assets and lower costs associated with ownership and financing. On the flip side, the firm helps increase results on client investments. We use our 27 years of experience in advisory services to create deeper and valuable insights.

Regardless of whether you have a global, regional, national, or local focus, DRES offers the ideal combination of experience to fulfill your requirements and objectives. Our deep understanding of real estate is backed by experience from various sectors. The result is: the experience necessary to offer proper advice, the technical know-how to run the assignment and the intuition to provide peace of mind.

### 2 INVESTMENTS & FINANCING

Our understanding of the financial and real estate markets creates a competitive edge for our clients. Our team utilizes this experience to provide direction for financing, disposition and acquisition solutions for small to large clients. Whether it's a private client seeking new financing or a corporate owner seeking to re-position or recapitalize real estate, or an institution seeking to accelerate a sale, our team is already prepared to help.

Regardless of what you need, we ensure that the job is completed on time and meets your objectives. We strive to build long term relationships and our goal is to provide the best possible customer experience to clients by being consistent and reliable with our solutions.

### 3 REAL ESTATE AUCTIONS

Company executives have been using auction strategies for over 25 years. During that time, the use and perception of auctions have changed substantially and our experts have played a part in this change.

Once used primarily for difficult situations, auctions have transitioned to a first choice method of sale, a way to accelerate a sale in only 6 to 8 weeks, by adding demand and urgency, a way to remove the aggravation associated with a long conventional brokerage "listing," a way to stop lowering asking prices for no reason, and as a way to maximize price through competition.

## 4 BUSINESS SALE & ADVISORY

Applying the DRES auction market-making solutions to operating businesses allows public, private and family businesses to properly evaluate and monetize at top values the hard work and investment the Clients have made. Proper business advice prepares the owners to sell all or part of operations, or to find suitable partners or financing alternatives. Whether an owner seeks an outright sale, or liquidity, the strategy is executed at the highest levels. Due diligence and value-add is a normal course of action.

Communicating your hard work in a way that maximizes value in your business is an art in itself. Our goal is to make a meaningful contribution to the success of our client's business at reasonable costs, sharing our diverse skill sets and collective business experience.

Solutions are offered for entrepreneurs and small to medium sized businesses through an active role, meetings and written reports focused on the issues at hand. The service range for this practice moves beyond real estate, finance and repositioning, and includes a wide range of industries. DRES addresses challenges and opportunities and creates an action plan, while staying the course to completion. Additionally, counseling is used for business development and sale-closing solutions; providing revenue solutions for the Client. Talk to a Coordinator today. Based on your needs and interests, we will arrange for a private consultation.

An advisor will meet with you for an initial consultation. At the meeting, your Advisor will listen and ask questions to clarify the issues and goals. DRES will produce a written summary of the recommendations and ideas. Engagements range from a day of consultation to weeks, 90 days and longer terms, with extension options for the Client.

## 5 PROPERTY MANAGEMENT

Diliberto Real estate provides full-spectrum property management and has built a reputation for delivering first-class operations and services for all categories of commercial and multi-family residential properties.

From managing building operations and maintenance to contract and leasing management, our proven property management processes have enhanced property values. Asset classes include manufacturing and warehousing, Class A to C office complexes, industrial, retail shopping centers, special use, data centers and medical facilities.

#### THE DRES APPROACH

DRES utilizes every resource attained through our years of real estate experience and wealth of knowledge. We take an extensive value-added approach to property management with a strong emphasis on advisement to execute our clients' short and long-term goals. Our comprehensive property management strategy can enhance property values for a wide range of commercial, residential and industrial assets with a variety of applied services

### 6 ECONOMIC DEVELOPMENT

Sometimes a City finds themselves having some real estate or commercial use issues, which they, as a public entity cannot directly address. Perhaps there is languishing real estate on the market, either unsold or vacant, which can use some positive interface and demand. Sometimes there is need to bring development and or capital/financing to a community for development and growth, which is currently difficult to find, given the nature of the markets. Sometimes there is need to increase a certain sector, such as hotels, restaurants, business, retail or entertainment, which would benefit the community.

Our firm specializes in helping municipalities, in a team approach. Due to our contacts in both real estate and private capital markets, our approach requires much less time to achieve results. Our resources and 25-year track record, allow us to provide solutions and transactions within weeks in certain cases. Or DRES can maintain a relationship on many levels over a period of time, driven by the City's needs.

As a municipality with vested interest in overcoming economic hurdles in finance and real estate, you can rely on Diliberto Real Estate Services, LLC.

#### WHAT OUR CLIENTS ARE SAYING







#### **REZA TOULABI** Reza's Restauarants & Cheetah Gym

I have known Frank for almost 20 years and take his advice in real estate and finance because he has helped me many times.

## WILLIAM MCHENRY

Investment Banker

"Diliberto Real Estate sold our chain of restaurants in just 10 weeks, which was the timeline they recommended from the beginning. We engaged the company to evaluate the property and then to sell the business and real estate. We were not sure how to offer, but the program itself defined the way to do it; leading to the best outcome

## WALLY JACOBS

Intel was not able to see the property, which was located in San Juan. So Intel required a person we could trust to visit and report back. They sold a 500,000 sf plant within 12 weeks to an investor in New Jersey. Intel's strict requirements were me.

## Partial List of Clients

Royal Bank of Canada (RBC) Lurie Holdings Cheetah Gym Centex homes Crystal Financial Boston Intel Corp. Portillos Dick Portillo Cacciatore Real Estate City of Palos Heights City of Chicago Golub & Co Beechen Dill Sperling Properties Stephens & Hayes Construction Village of Crete Greystone Homes Jarper Properties Gas City Creamery Apollo Development Australia First Personal Bank Gloor Realty DePaulo Builders InsituForm Technologies Whitter Properties Jamaica Jones Lang LaSalle Mexico Sterling Bay McNaughton Development Dick Post Real Estate Bowne real estate XPOSolutions

#### How to Get Invovled

Investment opportunities at Diliberto Real Estate enable individuals and companies in real estate, business advisory and financial industries to participate in the growth occurring in our business. This is possible by partnering, franchising, acquiring or investing in the firm's successful 27 year working model.



#### SCALABLE BUSINESS MODEL

The consulting and transactional services provided by Diliberto Real Estate Services, LLC and Real Estate Auctions, LLC can be exported across the US, reaching a wide variety of clients. Investors, limited partnerships and franchises can rely on the firm's project management teams for implementation or can facilitate transactions within their own operations.



#### STEP BY STEP GUIDANCE

Brand recognition and consistent services are essential. The company directs candidates who wish to franchise, partner or invest. Every step is contemplated from launch, to business development and transaction exe cution.



#### OVER 200,000 CONTACTS

Our company offers over 200,000 contacts from which investor and franchises can draw. Buy side, sell side and advisory clients are a captive audience for new offices or when expanding your current services to include company services. For example, our real estate consulting, evaluation or auction services might ideally add to your traditional brokerage practice.



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