

# REAL PROPERTY



# ASSET PRESERVATION & MANAGEMENT

CAVAN<sup>®</sup>  
*Asset Management*



Above: Scottsdale Airpark Executive Offices  
At right: Raintree Corporate Center II  
Below: The Offices at Grayhawk  
Facing page: Raintree Corporate Center I



BRINGING  
PEOPLE AND  
SOLUTIONS  
TOGETHER  
IN THE WORLD  
OF REAL ESTATE



## CAN YOU HANDLE THE UNEXPECTED?

Many have invested in real estate through different passive vehicles and now find themselves in an active position without having either the experience or staff to handle the situation. This situation can expose the passive investor to loss of value resulting from loan defaults, physical deterioration, building vacancy, maintenance issues, negative cash flow, and other unfamiliar dangers.

Nearly all real estate investments hold surprises down the road; most notable are shifts in the marketplace. Successful real estate asset management demands focused attention to details, operational know-how and financial acumen. In order to understand the condition of their investment and make sound decisions, investors need access to in-depth research and analysis and expertise.



## WHY CAVAN ASSET MANAGEMENT?

Cavan Asset Management has seasoned real property asset managers with extensive tactical real estate experience gained as a developer, manager and owner of property through all real estate cycles. These professionals are dedicated to help guide and implement strategies to preserve, recover and enhance capital for investors. Strategies could range, for example, from a loan workout, foreclosure and a quick disposition; to a more extended hold, value enhancement and/or orderly disposition.

Cavan Asset Management has the background, knowledge and resources to capitalize on a range of options generally not offered or available through traditional real estate brokers and property management companies. We add value by developing flexible disposition strategies evaluated on an on-going basis, capitalizing on changing market conditions.

*Below: 1001 N Central  
Bottom: Scottsdale Corporate Center II*



## ASSESSING THE SITUATION & PROVIDING SOLUTIONS

For every real property asset, Cavan Asset Managers will analyze the unique needs of the client, assess the status of the asset, diagnose problems, synthesize solutions, present and prioritize recommended scenarios, implement ownership decisions using real time information, and monitor and assess progress in achieving client's goals.

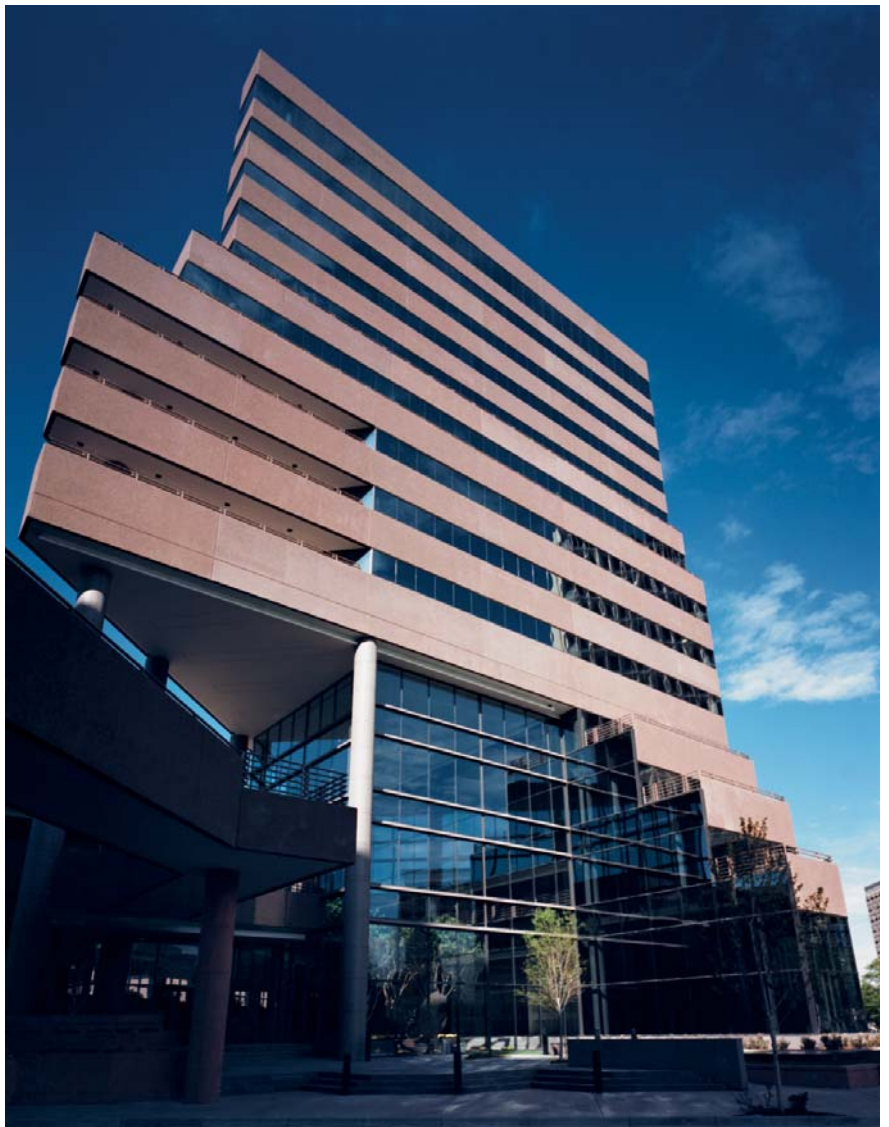
## AVAILABLE SERVICES AND RANGE OF SOLUTIONS INCLUDE:

- Acquisition Due Diligence
- Asset or Portfolio Valuation
- Budgeting & Business Plan Preparation
- Collateral & Document Administration
- Court-Appointed Receivership
- Default Management
- Disposition Strategies/Sale Administration
- Expert Testimony
- Financing Negotiation & Placement
- Foreclosure Administration & Support
- Investor Reporting
- Lease Negotiations & Approval
- Loan Workout
- Market Research
- Operating Statement Review
- Ownership Vehicle Management & Review
- Portfolio Accounting
- Portfolio Surveillance
- Tax & Insurance Administration
- Third Party Vendor Oversight



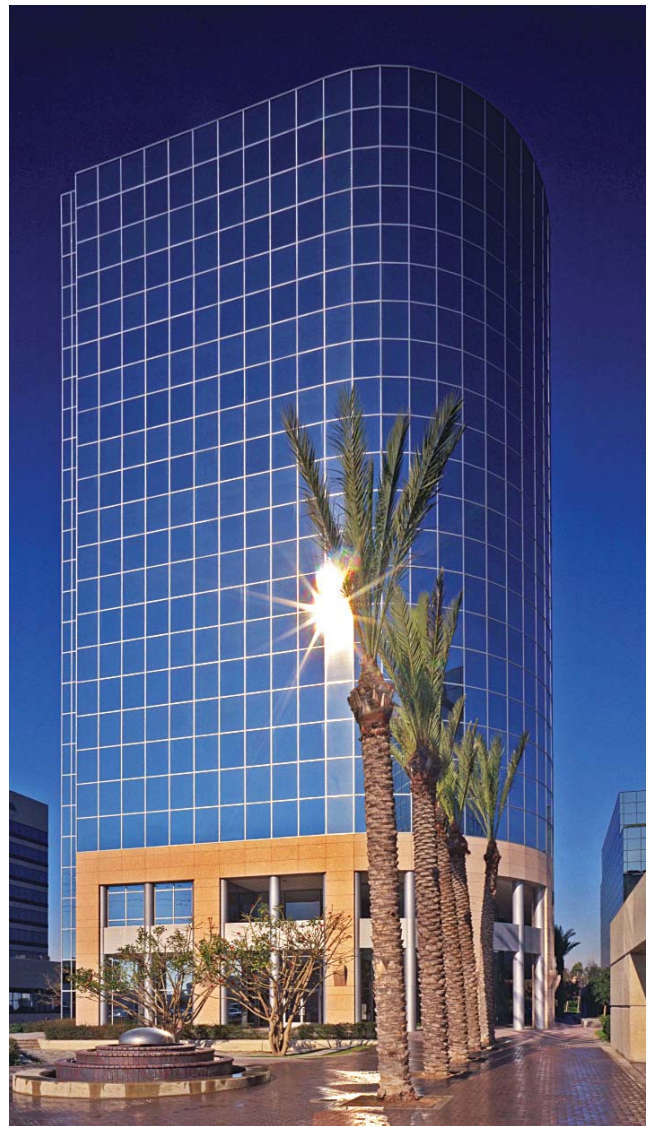


*Above: Granite Dells  
At right: 500 Marquette  
Below: Seven Canyons  
Facing page top: One Pacific Tower  
Facing page bottom: Raintree Corporate Center III*



# WHO IS CAVAN ASSET MANAGEMENT?

Based in Scottsdale, Arizona, Cavan Asset Management is a division of Cavan Real Estate Investments, one of the Southwest's leading real estate development companies. Founded in 1976 by Dave Cavan, Cavan Real Estate Investments has distinguished itself during the past three decades as a premier development company. With more than three million square feet of commercial, office and retail space valued at more than \$1 billion, Cavan has invested, built, and developed a variety of real estate properties.



# THE ASSET MANAGEMENT TEAM

Cavan's Asset Management team combines both operational and strategic expertise and works as a unit, participating in all phases of the asset preservation and disposition process. By drawing on years of experience and a wealth of knowledge of real estate development, investment, and financial markets, Cavan Asset Management is dedicated to preserving and enhancing the values of real property particularly during challenging economic times.



**David V. Cavan** is President of Cavan Asset Management. He has more than 30 years experience in real estate management, development, investments and brokerage. He has developed more than three million square feet of commercial office and retail space, along with numerous subdivisions in multiple states, with a total project value in excess of a billion dollars.

After graduating from military school at Boonville, Missouri, Cavan attended Bradley University in Peoria, Illinois and Marquette University in Milwaukee. Mr. Cavan is also President of Cavan Real Estate Investments.



**G. Denny Matthew**, Vice President of Cavan Asset Management, has more than 25 years experience in real estate finance and development, preceded by Big Eight Ac-

counting experience. After graduating from Cornell University with a Bachelor's degree in Electrical Engineering and a Master's degree in Science, Matthew went on to receive his MBA from Harvard Business School. He is also a licensed Certified Public Accountant (CPA).

Mr. Matthew has presented, negotiated, and closed more than \$300 million in financing and more than \$100 million in sales of real estate projects, developed models for projecting developer's cash flow for various office building projects, created real estate loan proposals, and has project analysis experience with asset protection, tax, and estate planning. Mr. Matthew is also Vice President of Development of Cavan Real Estate Investments and the Designated Broker for Cavan Realty, Inc.



**Bert Stanfield-Pinel** is Vice-President and Designated Broker of Cavan Asset Management and has more than 35 years experi-

ence in corporate real estate acquisition, development, asset and property management. Mr. Stanfield-Pinel has managed real estate portfolios of different multi-national real estate companies with more than \$250 million in assets and more than two million square feet of office and retail property.

Bert graduated from Worcester Polytechnic Institute with a Bachelor's degree in Electrical Engineering. He has had extensive experience as a court-appointed receiver and expert witness, and over the course of his career, has successfully navigated through numerous real estate asset bankruptcy reorganizations on behalf of his clients.



**James Cordello**, Vice President of Cavan Asset Management, has more than 20 years experience in investment banking,

mortgage banking, real estate investment and portfolio management for private companies. Mr. Cordello has executive level experience in the private money mortgage banking industry and has also formed and managed an NASD/SEC licensed securities broker/dealer. During his career, he has profitably managed private equity portfolios totaling in excess of \$650 million.

Jim earned his degree in Finance from Arizona State University and currently holds Arizona Licenses in real estate and property

and casualty insurance, and previously held the NASD's series 22, 63 and 39 securities licenses. Mr. Cordello is also Private Venture Group Director of Cavan Realty Investments.



Director of Property Management and Leasing, **Debbie Mitten, CPM®**, leads the Property Management and Leasing division of

Cavan Real Estate Investments. She has been involved in real estate development and commercial property management at Cavan for the past 12 years. She currently manages more than 600,000 square feet of office space. Debbie obtained her Certified Property Manager designation in 2003.



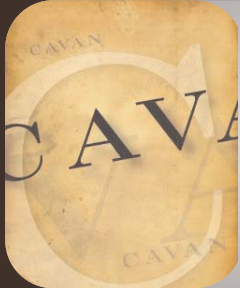
**Jeff Market**, Director of Project Development, has more than 15 years experience in real estate entitlements, budgeting,

scheduling, design and construction. He has managed a wide variety of projects including commercial, retail, industrial, medical, recreational and custom residential. The total value of the projects he has been responsible for exceeds \$300 million. He is a graduate of the University of Wisconsin – Stout with a degree in Construction Management.



# HOW THE CLIENT BENEFITS

There are numerous benefits to the client for utilizing the services of Cavan Asset Management. Several of these benefits are shown below.



- **INTEGRITY**
- **EXCELLENCE**
- **EXPERIENCE**



**TOTAL COMMITMENT TO  
THE INVESTOR/OWNER**



**CAPITAL PRESERVATION  
PROTECTING & MAXIMIZING  
ASSET VALUE DURING ECONOMIC  
DOWNTURN & RECOVERY**



**SUCCESSFUL 33 YEAR TRACK  
RECORD THROUGH REAL ES-  
TATE CYCLES - EXPERIENCE  
PUT TO USE FOR YOU**



**EXPERIENCE-DRIVEN STRATEGY &  
PLANNING OFFERING CONSISTENTLY  
BETTER RESULTS ON ASSET VALUE  
PRESERVATION**

# CORPORATE FACT SHEET

**FOUNDED:** Incorporated in the State of Arizona in 1976

**BUSINESS ACTIVITIES:** Real estate development in Arizona, California, Colorado, Nebraska, & New Mexico  
Over 3,000,000 square feet of commercial office and retail development  
Total project value of over \$1,000,000,000

COMMERCIAL OFFICE PROJECT DEVELOPMENTS:	PROJECT NAME	LOCATION	SQ FT/ACREAGE
	1001 N. Central	Phoenix, AZ	110,000sf
	500 Marquette	Albuquerque, NM	269,000sf
	Alma School Corporate Center	Mesa, AZ	170,000sf
	Avondale Gateway Center	Avondale, AZ	114 acres
	Cavan Sunport Centre	Albuquerque, NM	40 acres
	Granite Dells	Prescott, AZ	16,000 acres
	Kierland Executive Center	Scottsdale, AZ	66,000sf
	The Offices at Grayhawk	Scottsdale, AZ	64,000sf
	One Executive Center	Albuquerque, NM	122,000sf
	One Pacific Plaza	Huntington Beach, CA	99,500sf
	One Pacific Tower	Huntington Beach, CA	204,000sf
	Palo Alto Preschool	Phoenix, AZ	10,000sf
	Paradise Village Medical Center	Paradise Valley, AZ	30,000sf
	Platte Airpark Center	Colorado Springs, CO	137,000sf
	Raintree Corporate Centers	Scottsdale, AZ	875,000sf
	San Mateo Corporate Center	Albuquerque, NM	75,000sf
	Scottsdale Executive Office Park	Scottsdale, AZ	125,000sf
	Scottsdale Airpark Executive Offices	Scottsdale, AZ	180,000sf
	Shea Corporate Center I & II	Scottsdale, AZ	90,000sf
RESIDENTIAL DEVELOPMENTS:	Alamosa Estates	Scottsdale, AZ	21 lots
	Cactus Gates	Scottsdale, AZ	65 lots
	Desert Vista	Paradise Valley, AZ	8 lots
	Ironwood Estates	Phoenix, AZ	9 lots
	Logan Mill at The Ridges	Omaha, NE	129 lots
	Orangetree Estates	Phoenix, AZ	47 lots
	Orangetree Manor	Phoenix, AZ	48 lots
	The Reserve at Fox Creek	Bullhead City, AZ	315 lots
	The Reserve at Pointe Tapitio	Phoenix, AZ	54 lots
	Sabino Estates	Scottsdale, AZ	70 lots
	Scottsdale Foothills	Scottsdale, AZ	33 lots
	Seven Canyons at Sedona	Sedona, AZ	75 units
RETAIL DEVELOPMENTS:	Aqua Caliente	Scottsdale, AZ	40 acres
	Baseline Mercado	Mesa, AZ	23,000sf
	Dobson Village	Mesa, AZ	18,000sf
	North Village	Phoenix, AZ	29,000sf
	Palm Court Centre	Chandler, AZ	28,000sf
	Plaza 16	Phoenix, AZ	40,000sf



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CONTACT US TODAY  
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