

ALTA

inSIGHTS

REAL TIME | ON-DEMAND



5 Hot Topics in Commercial Real Estate

Today's
ALTA Insights
Featured
Sponsor



Speakers



Nancy K. Landmark

- Deputy Chief Underwriting Counsel - National Commercial Services
- Stewart Title Guaranty Company
- nancy.landmark@stewart.com



Len Prescott

- Senior Division Counsel
- Director of Underwriting – Agency Division
- First American Title Insurance Company
- lprescott@firstam.com

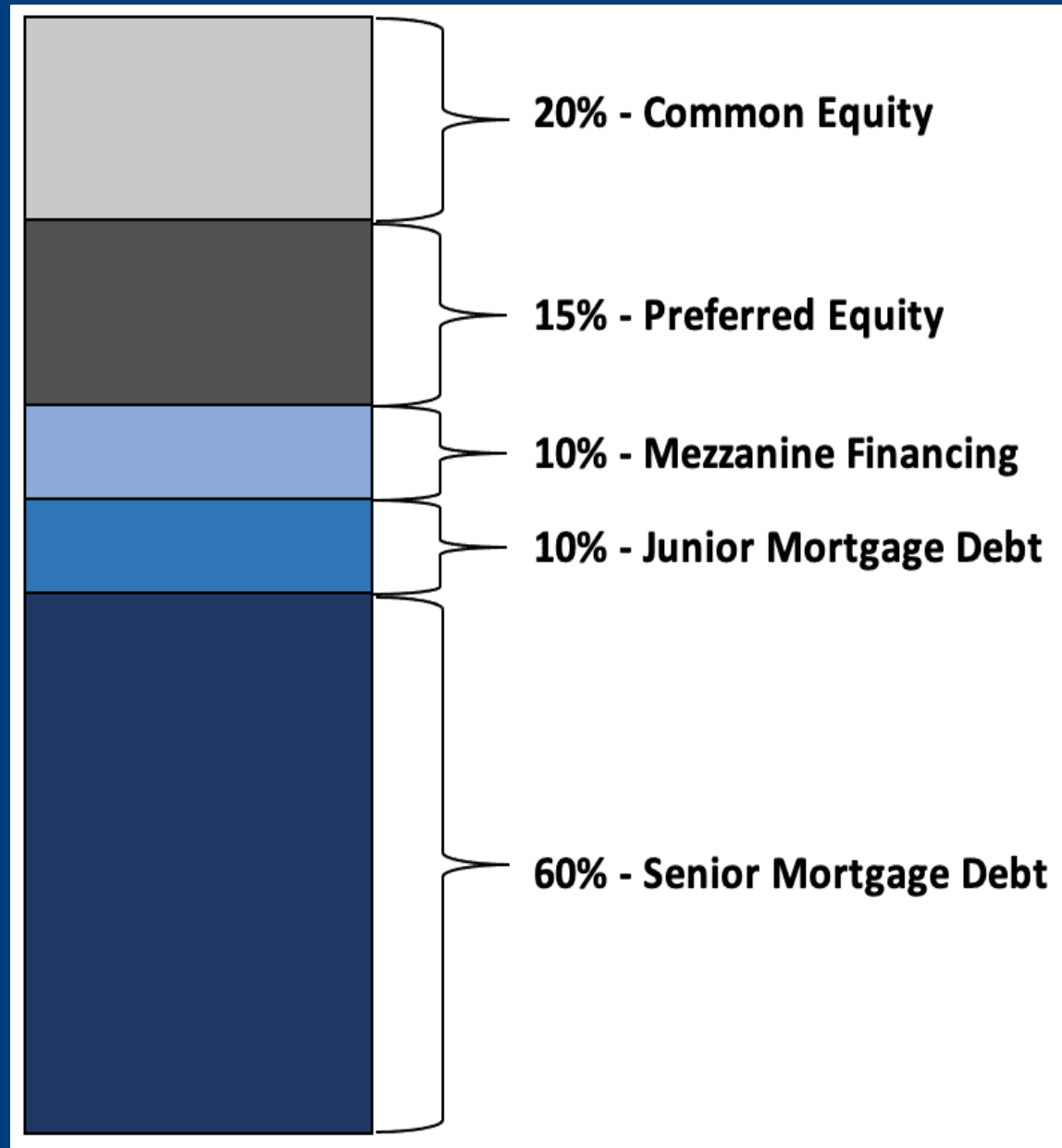


5. What's the big deal about Foreign Ownership of U.S. Real Estate?

- CFIUS – Is that a disease?
- State Laws –
 - Absolute restriction on all foreign ownership
 - Restrictions based on type or classification of real estate
 - Restrictions based on location of real estate
 - Restrictions based on nationality or origin or foreign owner

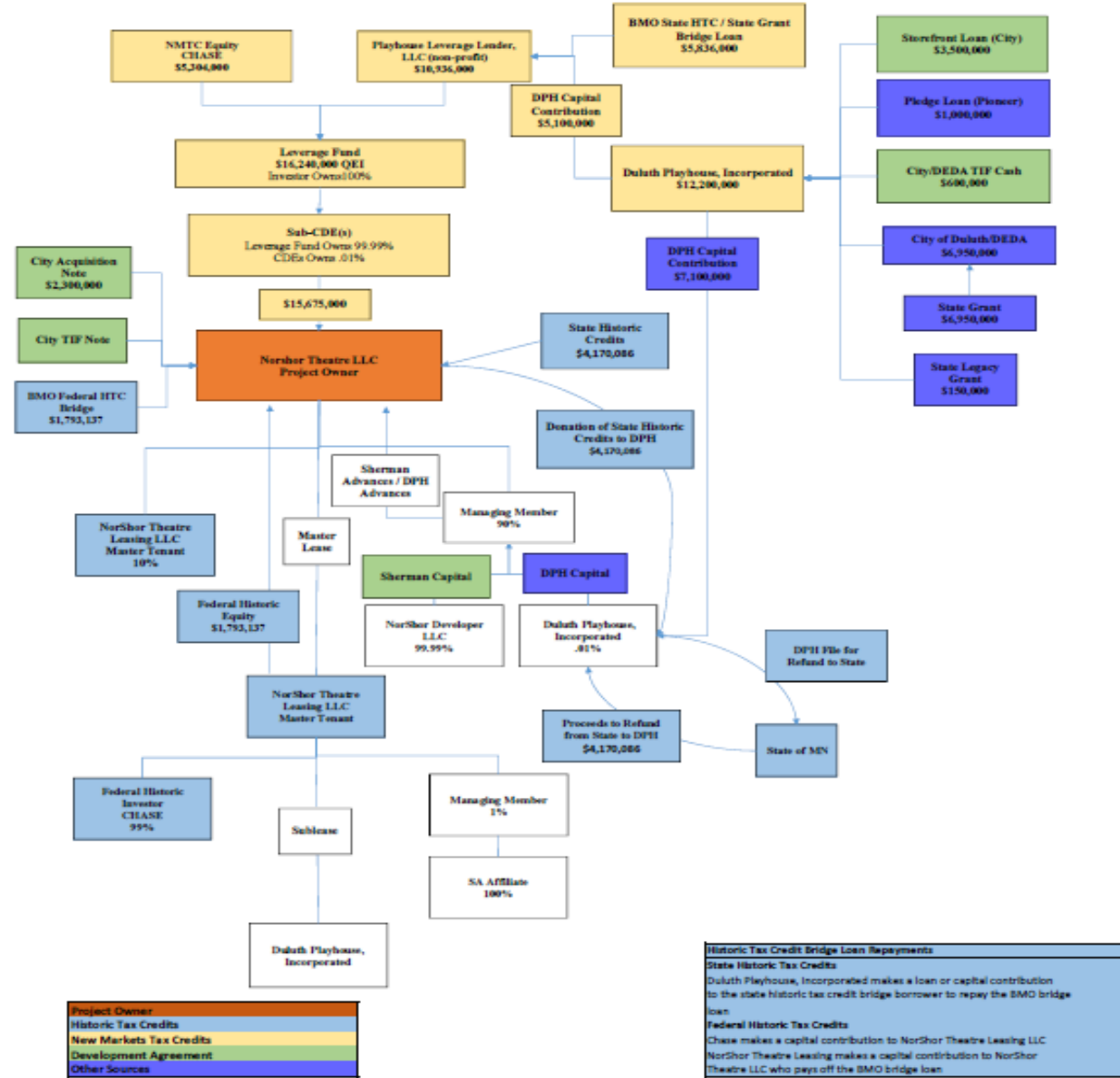


4. What Alternative Lending Scenarios are We Seeing?

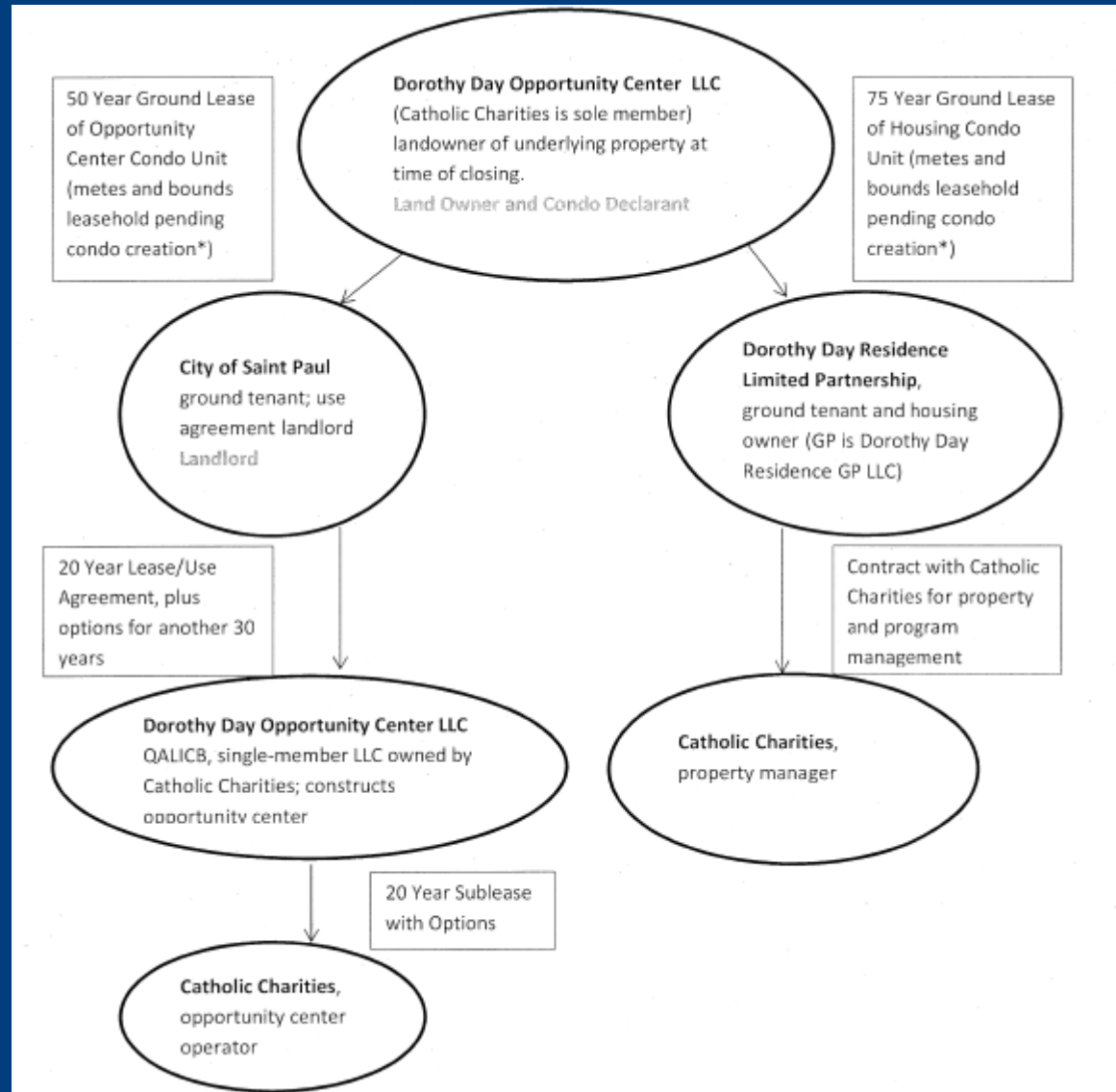


Financing Structure for NMTC transaction

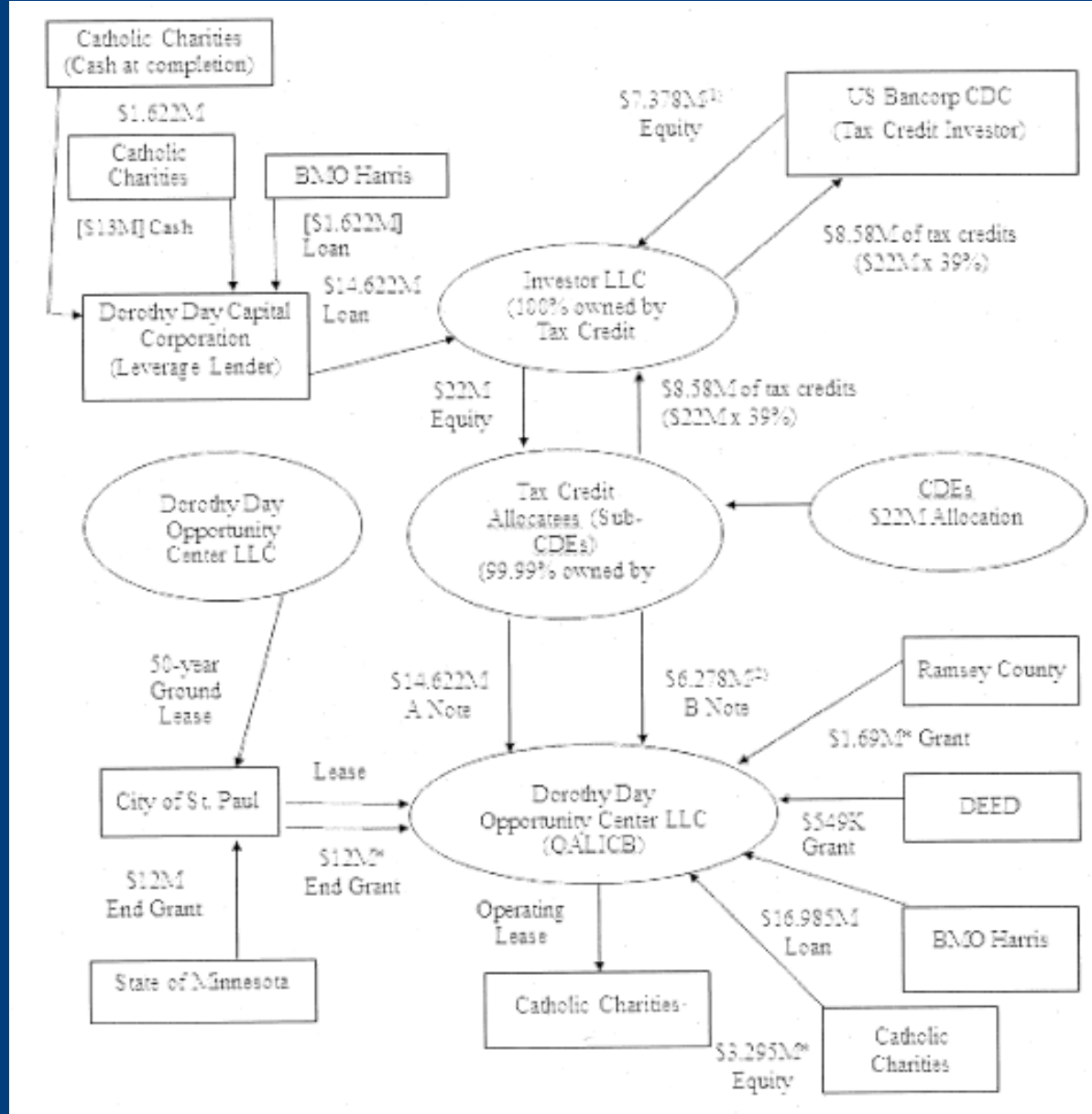
NorShor Arts Center - Structure - 12.23.2015



Ownership/ Leasing Structure for Public-Private development



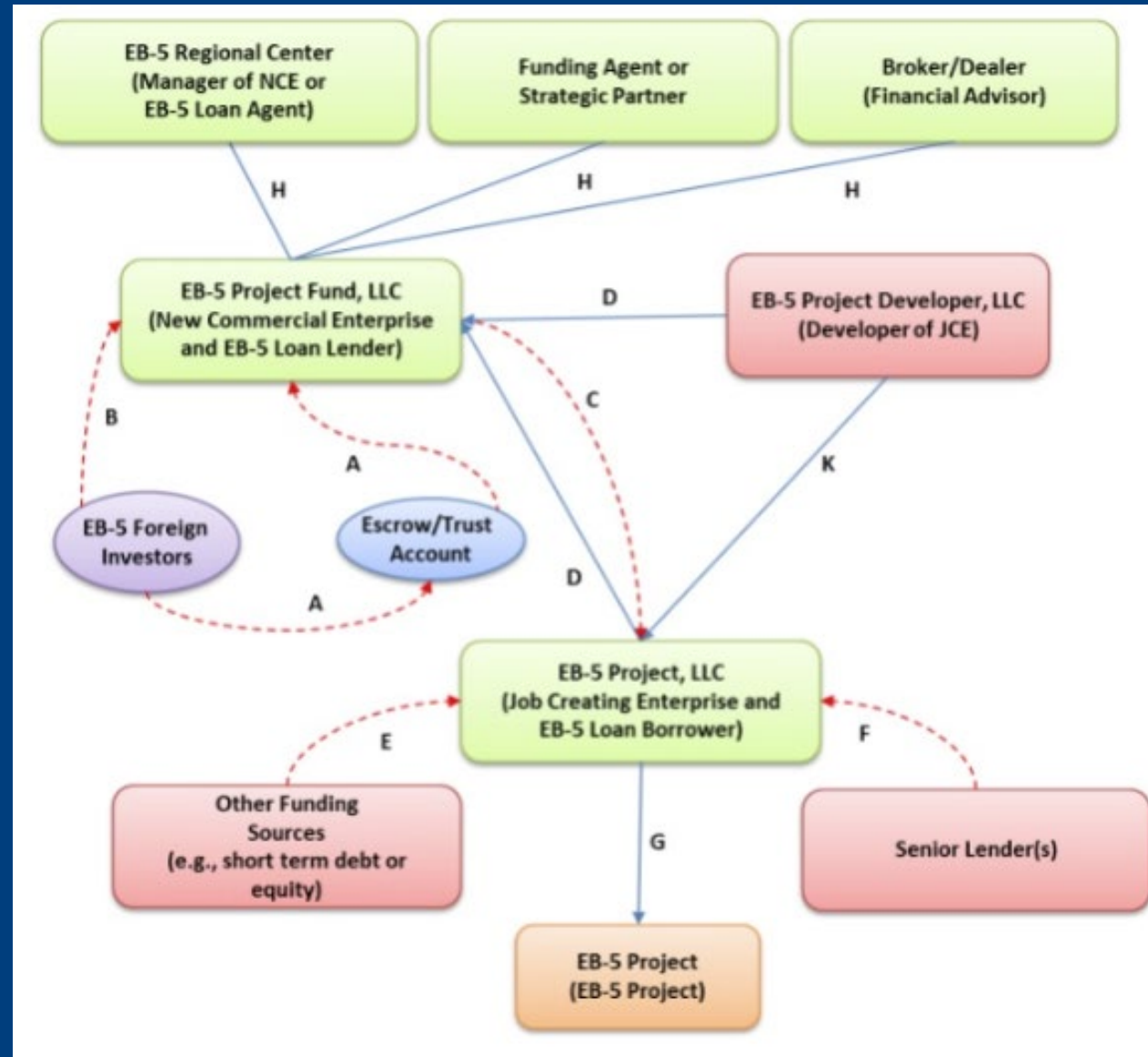
Financing Structure for Public-Private Development



Mezz Financing & Foreclosure Issues: Was It Set Up Right?



Financing Structure for EB-5 Transaction



What About the New “Golden Visa”?



Commercial PACE

\$9,717

investment (MM)

3,581

commercial projects

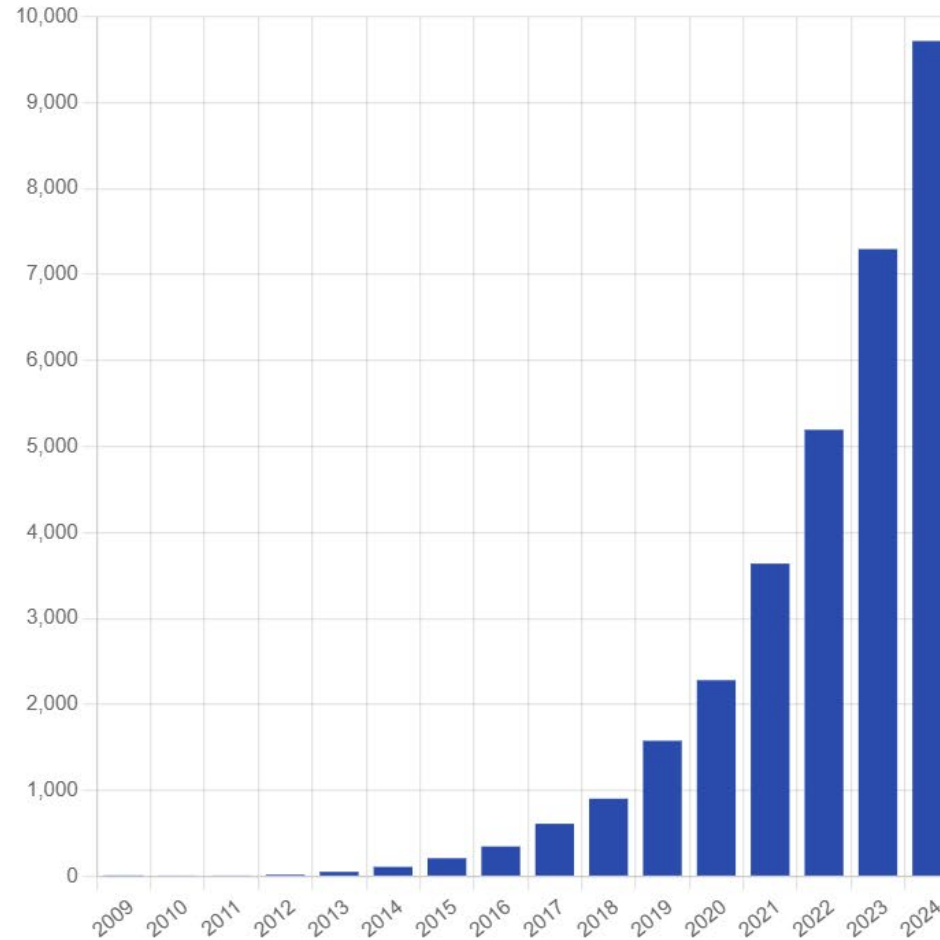
122,000

job-years created

C-PACE INVESTMENT BY PROJECT TYPE

Energy efficiency (55%)

CUMULATIVE C-PACE INVESTMENT, MM (2009-DEC. 2024)



Poll Question



3. What is FinCEN's Final Rule and how will it affect Commercial Transactions?

Is it different from the CTA?



2. Did You Hear About Wire Fraud, Cyber Incidents and Business Continuity in 2024?

Are you doing enough to protect yourself?



Last Three-Year Complaint Loss Trends - 2023 IC3 Report

By Complaint Loss		▼ ▲ = Trend from previous Year		
Crime Type	2023	2022	2021	
BEC	\$2,946,830,270 ▲	\$2,742,354,049 ▲	\$2,395,953,296 ▲	
Tech Support	\$924,512,658 ▲	\$806,551,993 ▲	\$347,657,432 ▲	
Personal Data Breach	\$744,219,879 ▲	\$742,438,136 ▲	\$517,021,289 ▲	
Data Breach	\$534,397,222 ▲	\$459,321,859 ▲	\$151,568,225 ▲	
Real Estate	\$145,243,348 ▼	\$396,932,821 ▲	\$350,328,166 ▲	
Identity Theft	\$126,203,809 ▼	189,205,793 ▼	\$278,267,918 ▲	
Ransomware	\$59,641,384 ▲	\$34,353,237 ▼	\$49,207,908 ▲	
Phishing/Spoofing	\$18,728,550 ▼	\$160,015,411 ▲	\$126,383,513 ▼	



The IC3 Recovery Asset Team

RAT SUCCESSES⁶

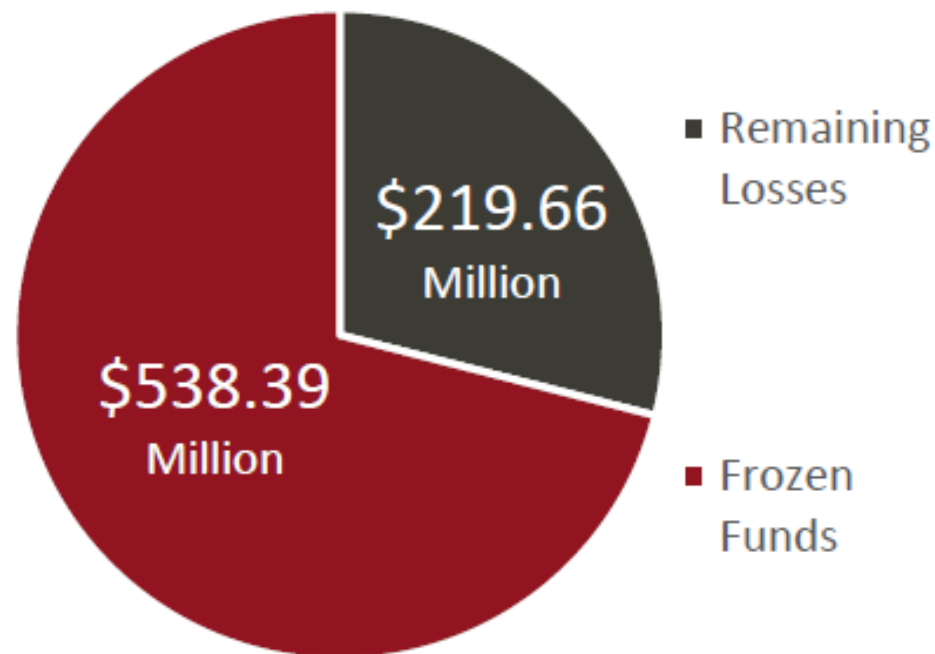
Success to Date

71% Success Rate

3,008 Incidents

\$758.05 Million Losses

\$538.39 Million Frozen



Poll Question



1. Where are all the distressed property transactions?

- Loan “work outs”
- Foreclosures
- Deeds in Lieu of Foreclosure
- Bankruptcy proceedings
- Receiver Sales
- Mezz Loan Foreclosures



BONUS:

What's Going on With the Economy and Commercial Real Estate?



Q&A



Contact Us

- Nancy K. Landmark | nancy.landmark@stewart.com
- Len Prescott | lprescott@firstam.com



Thank You

