

WATERSTONE SIGNS ROY OWEN
TO GROWING TEAM

January 11, 2010

Waterstone Capital Advisors CEO, John Church, announced that the company is continuing its push into servicing by signing Roy Owen to the role of Managing Director – Commercial Servicing for Waterstone Asset Management, Waterstone’s servicing and asset management subsidiary. Waterstone, based in Charlotte, NC, currently has 28 employees, in addition to a complement of 75+ experienced contractors. Waterstone began in 2004 as an active defeasance advisor, and has more recently expanded into a wider range of business lines, including primary servicing, special servicing, due diligence, underwriting, consulting, and litigation support. With the addition of Dennis McCloskey in the latter half of 2009, Waterstone expanded into management of REO assets. At present, Waterstone has \$500 million REO assets under management.

Owen has been working as an independent advisor, management consultant, asset manager, and litigation support resource since 2002. Prior to 2002, he was a partner in Deloitte’s real estate consulting and valuation practice and served as Deloitte’s lead real estate partner in the firm’s multi-industry bankruptcy and reorganization practice. Since leaving Deloitte in early 2002, Owen has served as a consulting expert and testifying expert on several high-profile lawsuits filed by CMBS special servicers demanding repurchase of commercial mortgage loans for breaches of representations and warranties. For three years – 2006 to 2008 - Owen served as Managing Director for Crown NorthCorp’s U.S. special servicing subsidiary, and was responsible for filing, on behalf of two CMBS trusts for which Crown was special servicer, three federal lawsuits against a mortgage loan seller, demanding repurchase of loans for breaches of representations and warranties in the Mortgage Loan Purchase Agreement.

With the addition of Owen, Waterstone is moving to increase its presence in third-party asset management and servicing of distressed and underperforming commercial mortgage loans and commercial real estate equities held by private equity funds, hedge funds, financial institutions, and other parties with positions and exposures in the real estate capital markets. In addition, Owen and Waterstone will be combining their respective litigation experience to provide expanded litigation support services to both plaintiffs and defendants in the commercial and residential real estate capital markets.



While working with Waterstone, Owen will continue to provide services as an independent consultant to other clients, including continuing in his current role as senior advisor to **Marshall & Stevens**, the seventy-five year old full-line valuation firm.

In commenting on the addition of Owen and the continued expansion of Waterstone’s businesses and capabilities, CEO John Church said, “We are very fortunate and excited to have Roy on our team, as he will bring 30 years of workout and litigation experience to our special servicing platform. As we continue to build this business it is critical to identify and hire professionals with experience through more than one real estate cycle. Successful special servicers will need to be creative in today’s environment and be able to draw on years of experience in order to deliver superior returns to investors. Since Roy will be based in New York City, it will give us coverage in that important market to make sure the numerous debt funds based there are aware of our special servicing platform.”