

James B. Matthews
Managing Partner

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Jim Matthews's experience in real estate consulting, specializing in the disposition of excess and underutilized corporate properties, spans more than two decades. He is an expert in the disposition of excess space through best available method—sales, auctions, leases, subleases, assignments, termination, buy-outs or sale/leasebacks. He also utilizes proprietary report methodology to provide real estate valuations and assessments, as well as insightful recommendations on which locations will bring the fastest, most profitable disposition and what methods should be used to maximize returns. Clients call on him to conduct landlords negotiations for lease amendments/terminations and claims reductions. He also provides expert testimony regarding real estate values, uses, solutions and claims.

Mr. Matthews has consummated more than 2,500 transactions in the past fifteen years, with an accumulative total of over \$2 billion in savings for clients, as well as the timely disposition of more than 40 million square feet of real estate. Stores ranged in size from 1,000 square feet to 130,000 square feet and warehouses ranged in size from 125,000 to 533,000 square feet. He has raised millions for his clients from the sale of leases and real estate.

Some of his recent assignments include:

- The sale of 86 properties in 42 states in 45 days for a home flooring retailer, which raised 20% more than the appraised values.
- Leadership of renegotiation efforts for more than 200 leases for a national leader in the shared office space market in Chapter 11, saving a total of \$114 million, which totaled almost 25% of the company's lease expense.
- Assisting a client in bankruptcy by renegotiating more than 750 leases resulting in annual savings of more than \$3 million.
- Raising nearly \$13 million in seven months from the sale of excess retail and manufacturing sites, increasing existing bids by almost \$3 million.

Prior to his work as a consultant, Mr. Matthews was Vice President and Counsel for Auburndale Management in Massachusetts, where he managed more than \$500 million worth of commercial real estate. He represented the various partnerships in the acquisition, financing and development of new locations, implemented a property management system, and disposed of excess sites.

Mr. Matthews has published numerous articles and is a regular speaker for the American Bankruptcy Institute, the Turnaround Management Association and the International Conference of Shopping Centers. He has held leadership positions in a number of non-profit organizations. In 2003, The Turnaround Management Association recognized Mr. Matthews with its Outstanding Individual Contribution Award.

Mr. Matthews received his bachelor's degree from Assumption College in Worcester, Massachusetts and his law degree from the University of Miami School of Law.