

Commerce Street Capital Offers Solutions to Banks With Non-performing Real Estate Loans

DALLAS, TX (July 7, 2009) Commerce Street Capital Management, LLC, an affiliate of Commerce Street Capital, LLC (CSC), is pleased to announce the formation of Commerce Street Asset Resolution Company (CSARC), as a new division. CSC specializes in investment banking, fund management and bank development.

With veteran banking professionals with first-hand knowledge of the banking and savings and loan crisis in the 80s, CSARC has been formed to provide real estate advisory services and solutions for regional and community banks holding non-performing real estate loans. Michael N. Maberry has been named president of CSARC.

Maberry has extensive real estate experience in resolving troubled assets. In 1987, the beginning of a period of similar real estate portfolio stress for banks, Maberry operated the internal "problem real estate bank" of the former Dallas, Texas-based MCorp. Under the auspices of Jim Gardner, current chairman of CSC and former CEO and chairman of MCorp's lead bank, Maberry and his team reconciled the non-performing loan requirements of the Office of the Comptroller of Currency, other regulators, and outside auditors of the bank.



Michael N. Maberry

CSARC's services include:

Critical, independent review of the real estate loan portfolio. For a fixed fee based on the number of loans in the portfolio, CSARC will critically analyze the real estate loan portfolio with particular emphasis on collateral value and marketability as the primary source of repayment, possible support from other guarantor assets, and evident flaws in loan documentation. The objective is early identification of real estate assets which could be problematic.

Supplement special asset group. CSARC will supply, on a contract basis experienced, seasoned special asset officers to supplement a bank's troubled loan resolution effort. The benefit of contracting with CSARC is threefold: faster resolution of the troubled loan portfolio; highly experienced professionals committed to its bank client; and the option to extend or terminate the contract when the problem portfolio is under control.

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Sale of non-performing loans (NPL) and other real estate owned (OREO). Some banks which are adequately capitalized and which have made reasonable provision for real estate loan loss are opting to reduce non-performing loans and OREO (and thus their Texas Ratio) by bulk sale to third parties at negotiated prices. CSARC has the experienced staff to quickly assess a portfolio of NPLs and OREO for sale as agent or principal.

Commerce Street Capital, LLC, is a privately held investment banking firm headquartered in Dallas, Texas, that focuses on serving financial institutions. For more than 20 years the firm's leaders have built their reputations as leading investment bankers, financial advisors and investors in community banks across the United States. For more information, visit www.commercestreetcapital.com. Commerce Street Capital, LLC is a Member of FINRA/SIPC.

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Photos and interviews available