

Review of Environmental Site Assessments

But Why?

- Compliance with Standards required for Innocent Lender Protection
- All aspects of the ASTM Standards must be met by the Assessment.
- Approximately 80% of the reports reviewed by Greatwood Management in 2007 did not comply with the Standards.

Common Errors

- Recognized Environmental Conditions overlooked
- Issues falsely identified resulting in an exaggerated perception of risk and inappropriate actions being undertaken
- Non-qualified data gaps which significantly impact the report's conclusions
- Inaccurate or missing findings, opinions, and/or conclusions

Why place your transaction at risk?

A comparison of the 1993 and 2005 versions of the ESA Standards shows more than a 25% increase in required elements and almost a 50% increase in "suggested" elements.

| Have Your Review Practices Kept Pace with the Requirements? | | | |
|---|------|------|----------------------|
| Terms | 1993 | 2005 | % increase 1993-2005 |
| "Shall" | 113 | 142 | 26% |
| "Should" | 47 | 69 | 47% |

Due to the increased rigidity of the ESA Standard a reliable and comprehensive review process is necessary. The viability of the Assessment is integral to sound financial decisions.

It is crucial for the financial institution to have a clear understanding of the information contained in assessment, the data gaps identified, as well as the reassurance that the conclusions and recommendations are appropriate.

Who Uses Our Services

- Banks
- Insurance Companies
- Developers
- Mortgage Companies
- Purchasers
- Owners/Operators