

# Ron Epstein

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## DECADES OF ACHIEVEMENT

**Ron Epstein** has been engaged in commercial real estate since 1984. Starting at a boutique start-up brokerage involved in FMCG business transactions; shortly thereafter Ron joined Polimeni Realty, where he exclusively represented retail property owners and national chains.

Then, after operating independently for several years, Ron reunited with his colleagues as Partner and Executive Vice President of **Polimeni International**, to direct their renowned development program in Poland and their expansion strategy in Romania. Over the next decade, Ron and the innovative **Polimeni** team secured ten properties and successfully developed six shopping centers totaling 135,000 square meters (1.45 million square feet), comprised of 300+ retailers hailing from five countries. The success of this enterprise is even more notable considering that it encompassed multiple legal jurisdictions, tax regimes, currencies, time zones and languages.

As development faded after the financial crisis in '08, Ron went on to found **Baltic America Properties**, where he advised offshore investors on Polish assets, co-sponsoring French pension fund **AXA** on its \$190 million run at a value-add retail portfolio owned by London based **Aerium Investors**. Returning to the US, Ron has been advising property owners, investors and national developers in New York, recently initiating and co-sponsoring an \$80 million PPP mixed use/parking proposal in response to an RFP published by **Town of Huntington**.

Most recently, seeing **Realty Connect USA's** explosive growth in the residential brokerage industry, Ron signed on to initiate and ramp-up their commercial division, **RC Commercial Partners**, leveraging their vast resources to replicate their astonishing success in the commercial industry.

### PUT RON'S EXPERTISE TO WORK FOR YOU

- ◇ **BROKERAGE:** Best-in-Class client representation for sellers and buyers, delivering **uncommon** insight, service and fiduciary consideration
- ◇ **INVESTMENT ANALYSIS:** Dynamic modelling for analyze capital inflows and outflows, to project **rolling** return metrics, reporting in simple, **clear** and concise format for client decision making
- ◇ **RISK MANAGEMENT:** Emphasizing what Ron calls an "*Opportunistic Defense*" utilizing proprietary algorithms, to uncover short- and long-term threats as well as **opportunities** to bring about maximum investment returns, with primary focus on risk mitigation
- ◇ **OPTIMIZATION:** Develop strategies for existing assets to **increase** revenues, and **minimize** costs to maximize asset **value**; and to both uncover and create future value in properties being considered for acquisition
- ◇ **DEVELOPMENT:** ♦**PLANNING:** Consulting on entitlement; budgeting and design, ensuring that site planning is *Investment Forward* - technical functionality must reflect **real-world** conditions; undertake **feasibility** studies to model investment returns and financing options. ♦**EXECUTION:** Create and implement marketing strategy and leasing, orchestrate legal, GC, project & property management