

INTERESTS ALIGNED

*Informed & Actionable
Real Estate Advisory*

Property Centric Guidance

Be it a single building or a portfolio, your real estate is worth hundreds of thousands or millions of dollars. Your lawyer, CPA and tax advisor are the best in the industry. You also need an equally experienced **real estate specialist** on your professional team. Whether you are considering a new investment or reviewing your existing assets, have you identified all the **SWOTs**? Those are its market **Strengths** and **Weaknesses**, what **Opportunities** can be created and where **Threats** lie in wait. Among the questions you should be asking yourself include...

- ✓ Are my properties competitively **rented** - what are the implications of the rent is too low or too high? (yes that's a thing)
- ✓ Are my assets **optimized** and always ready to be refinanced or sold?
- ✓ Are my assets suited toward my **risk profile**; is it time for realignment?

...and the list goes on. Each of your existing or proposed assets is **unique**, and you should be getting *Property Centric Guidance* for each, receiving the same level of experience and attention that you demand from all the experts advising your business.

Brokerage

Best-in-Class exclusive representation for sellers and buyers; delivering uncommon insight, service, and fiduciary care. How do you buy **low** and sell **high** when that's what everyone else is trying to do? I am here to square the circle that brings both those objectives into alignment:

- ✓ **Disposition**: To achieve the highest possible selling price, your property needs to be showroom ready. It must be **optimized** - generating the highest possible income with the lowest operating costs. Determining which capital expenditures, lease restructurings, supplemental revenue sources, or other inductive steps are advisable for achieving best **cost/benefit** outcomes.
- ✓ **Acquisition**: There is a real estate investing axiom which says that "you make money when you buy." Shrewd property investors seek unrecognized value. Focusing single-mindedly on the 'lowest price' might be the surest way to save a nickel and lose a dime. By identifying hidden opportunity while avoiding tripwires is how I ensure that my clients' acquisitions meet their investment objectives.

Investment Analysis

Success is achieved by maximizing returns while keeping equal focus on **avoiding loss** - it's what I call taking an **Opportunistic Defense** approach. To provide my clients with a **dynamic** and comprehensive panorama of a prospective investment, I run data-driven, exclusive **fluid forecasting** models utilizing proprietary algorithms and multiple investment metrics, partnered with common sense and shoe-leather observations. These studies expose threats and identify opportunities, which I report in simple, **clear** and concise narrative and format.

Innovative Deal Structuring

Understand the **need**, identify the opportunity, develop the **solution**; it might sound obvious; however, achieving it as a different story. It requires years of experience to accomplish. **Vision** and foresight are essential. A high-caliber network to deliver the goods. Whether it is educating a first time buyer on simple rent-vs-own opportunity or explaining a complex PPP **strategy** to a municipality; finding an asset with **hidden value** for investors or creating the **value** hidden in their assets; modelling a new development or reimagining an existing one; my clients gain from my situationally adaptive guidance and acuity

Concept-to-CO Development Consulting

For both freshman and experienced developers alike, my years of international development experience brings a broad and sharp perspective to any project. For example, while most presume that design is simply "what architects do" - an assumption which can be extremely costly - I ensure that **form follows finance**; design must be **Investment Forward** and subordinate to market conditions. Be it new construction or converting an existing asset, from **concept** to closing and through the minefield in between, I guide and support my clients each step of the way:

- ✓ market & feasibility studies
- ✓ cost & return projections
- ✓ planning, design and entitlement
- ✓ financing consulting
- ✓ coordinating legal, project management
- ✓ Marketing & leasing
- ✓ property management