

## Property Centric Guidance

Be it a single building or a portfolio, your real estate is worth hundreds of thousands or even millions of dollars. Hopefully your lawyer, accountant and insurance agent have comprehensive experience with commercial real estate. To fully protect your interests, however, you need a commercial real estate specialist on your professional team.

Whether you are considering a new investment, or reviewing your existing assets, it is critical to know your property's **SWOTs** - both its **Strengths** and **Weaknesses**, how to uncover **Opportunities** which lay hidden, and to identify **Threats** before they strike. Among the many questions you should be asking:

- Are my properties **properly** leased - what are the implications if the rent is too low or too high? (*yes that's a thing*)
- Are my properties suited toward my **risk profile**; is it time for realignment?
- Are my properties optimized - ready to be refinanced or sold?
- What are the benefits & drawbacks to **refinancing** my debt?

...the list goes on and on. Every property is unique, and you should be getting Property **Centric** Guidance to ensure you are realizing the highest returns with the lowest possible risk

## Brokerage

**Best-in-Class** exclusive representation; delivering uncommon insight, advice and client service. How do you buy low and sell high when the person on the other side of the transaction has the opposite goal? It starts with aligning with an advisor who has a deep understanding of commercial real estate, with vision and a history of creating create win-win scenarios

- **Disposition:** To achieve the highest possible price, your property needs a **business plan**. It should be generating the highest possible income with the lowest operating costs. The key is determining which capital expenditures, lease restructurings, added revenue sources, or other measures will result in the best cost-benefit outcomes
- **Acquisition:** There is a real estate axiom which says that "*you make money when you buy.*" Obsessing over the "best cap rate" might be the surest way to win the battle and lose the war. Shrewd property investors seek hidden value; uncovering opportunity while avoiding landmines is how I help my clients find acquisitions that meet their short and long investment goals.

## Development Consulting

My years of developing large retail centers overseas brings a broad perspective to any development. When planning or repositioning a new project, many service providers seek the **path of least resistance** to quickly move your project through their pipeline. I insist on ensuring that planning and entitlement is what I call "**Investment Forward**"; because if it isn't functionally and financially durable, the path of least resistance could lead off a cliff... Together we'll to map out a strategy to keep you on high ground:

- Market & feasibility studies
- Cost & return projections
- Planning, design and entitlement support
- Financing consulting
- Coordinating legal, project management
- Marketing & leasing
- Property management

# ALIGNED INTERESTS

## Informed & Actionable Real Estate Advisory