

Real Estate Advisory & Program Management
Construction Management
SELECT LIST OF SERVICES
Due Diligence & Project Initiation [A,P]

- +Back of Envelope Financial Analysis and Density Studies
- +Comprehensive Development Plan (CDP) & zoning investigations
- +Preliminary internal investment package creation

Analysis of detailed program or project budgeting and scheduling. [P]
Deal Structuring & Underwriting [A,P]

- +Business & term sheet vetting
- +Analysis for equity & debt hurdles (IRR, ROE, DCR, LTV, etc)
- +Detailed proforma & sensitivity analyses
- +Detailed financial metric analysis

Financing & Closing Transactions [A,P]

- +Incorporation of detailed legal & financial requirements into legal docs and financial models
- +Negotiate nuances of equity & debt requirements

Planning & Design [A,P]

- +Density study evaluation
- +Establish and conduct focus group analysis regarding design, operational requirements & end user services
- +Establish project specific "green" design and construction concepts & ROC analysis

Marketing & Lease.up / Sales [A]

- +Ensure that original vision is carried out via coordinated campaigns
- +Provide direction and approval of marketing campaigns
- +Coordinate w/ property management on delivery dates and opening curb appeal, Vetting & approval of all condo docs

Asset Management & Disposition [A]

- +NOI, sale and disposition scenario constructions
- +Perform monthly reprojections based on draw requests
- +Analyze lease.up operating deficit & construction interest reserves
- +Analyze and appeal RE tax assessments
- +Analyze energy.efficient designs to confirm cost savings and ROC analysis
- +Defend underwriting and actuals to protect value
- +Perform financial analysis of projected disposition timeframe, equity return and sensitivity analyses

Review and advise on contractual formats and arrangements [A,C]

- +Review of Purchase and Sale agreements for consistency with desired client objectives and outcomes
- +Review and coordination of Lender, Equity and Public Financing documents to ensure business deal points are correctly reflected in final documents
- +Review and Advise on Legal and Financing documents correct reflection of assumptions located in developer / client Proforma

Demolition & Construction

- +Approve site utilization, site access and project delivery plans
- +Review hard and soft cost budgets, incl. allowances, change orders, schedule change approvals, and value engineering
- +Ensure compliance with all debt and equity construction deadlines
- +Monitor and provide feedback on adequacy of construction management's recovery schedules

Review and advise on contractual formats and arrangements [A,C]

- +Provide feedback on contractual format most advantageous to client, specific to given deal
- +Advise on adequate contingencies, allowances and per day liquidated damages to be included in contract
- +Review and Advise on adequacy of general conditions submitted by construction manager

Liquidated Damages Analysis (if defendant) and Presentation of Damages (if plaintiff)
CLIENT TYPES

Bank REO Department

Law Firm's Real Estate Practice

A/E/C Software Providers

Bank REO Department

Law Firm's Real Estate Practice

Govt. Real Estate Department

Condominium HOA Board

Oracle & SAP E/C/O Module Consultants

Govt. Real Estate Department

Family Real Estate Interests

Construction

Family Real Estate Interests

A/E/C Consultants

Development

Real Estate Fund Manager

Development

Real Estate Fund Manager

Corporations

Asset Management

Home Builders

Management / Operations

Home Builders

Real Estate & Finance Departments

Church Building Committees

Asset Management

Church Building Committees