THE EXPERIENCE CIRCLE

Investment Property Disposition - Owner Representation

Overview of Property's Amenities

Understanding Key Components of Property.

You attain to a deeper awareness of how the Property's current amenities stack up to market demand, and we provide suggestions on any improvements that could enhance its desirability.

Overview of Property's Operating Performance

Current vs Potential Income Realization

Description: So that you are maximizing the performance of your property, we provide an assessment of the current rents and operating expenses, which also gives you a clear picture of how this impacts the sale value.

Overview of Current Lease or Occupancy

Review Current Lease Terms and Tenant Mix

We provide you clarity through our review and explanation of the correlation between the terms and timing of the existing leases and the effect on demand, transaction timing, or value of your investment Property.

Understanding of Financial Objectives

Motivations and Financial Analysis

Working alongside the owner's tax and estate planning team, we can help you understand and be comfortable with the income or tax ramifications of selling the Property, so you maximize profits.

Current Market Fundamentals Overview

Trends and Market Dynamics Analysis

We deliver you insights and interpretation of how current supply vs demand fundamentals in the immediate marketplace relate to your Property so that proper expectations are established.

Follow-through and Commitment Long-Term

Completing the Process and Ensuring Performance

We give our pledge of assurance that current and future projects are handled with thoroughness, care and attention to detail, so that you can enjoy that mental freedom that comes from quality professional services.

Qualifying, Negotiating, and Execution of Agreement

Experienced Review of Prospects for Most Successful Outcome

We leverage our experience on similar transactions to both obtain the best outcome for you at each point of the negotiation and to ensure that your transaction is closed smoothly and at the best price for you.

Marketing Approaches & Offering Presentation

Professional Delivery of the Opportunity to the Market

The Property is strategically displayed across a multifaceted presentation platform to all market participants in an efficient and engaging way, reducing time to market and maximizing interest for your project.

Estimation of Achievable Sale Value ('BOV')

Clear Expectation of Achievable Price Range

Secure a realistic and timely opinion of value based on the features and existing operating performance of your Property, market activity, and competition, allowing you to make the most informed decision.

Competing and Completed Transactions Comparison

How the Subject Property Compares to Other Activity

We deliver our explanation of how the Property's amenities relate to other similar recent transactions and competing projects in the area so you can plainly see the advantageous or challenges your property has.