# THE EXPERIENCE CIRCLE

# Location Analysis: Tenant or Buyer Representation

### **Understanding Investment Objectives**

**Focused Approach Produces Best Results** 

Through our FOCUS Analysis both you and our team achieve clarity your investment goals, creating an efficient and effective process.

#### Sourcing Qualified Opportunities

**Attention Towards Desirable Properties** 

Often one of the hardest parts of the process, we utilize our relationships, tactics and technology to present you quality investment alternatives, so that you have the greatest opportunity to add to your portfolio.

# Comparison of Investment Alternatives

**Evaluation of Most Significant Factors** 

We bring you clarity on the advantageous of one property over another, based on location, income, repositioning ability, or long term appreciation, so you can quickly distinguish which options to pursue.

#### **Location Evaluation**

Strategic Location Will Maximize Residual
Value

Understanding each submarket can be challenging, so we provide you with insight on the macro and micro benefits within the marketplace so you can understand the long-term potential for growth and/or stability.

## Occupancy Review

**Detailed Understanding of Performance** 

Digesting tenant performance can be tricky, but we engage a thorough review of the current rent roll and operating companies to such an extent that you can comprehend any turnover risk and/or upside potential.

#### **Duplication of Results**

Confidence in the Outcome of Additional Projects

You will experience the benefits of our programable and replicable process that ensures future assignments are completed with similar success and effectiveness.

### Follow Up and Commitment

Completing the Process and Ensuring Success

Keeping track of everything that is needed can be challenging, but we deliver a timely review of the immediate and long-term obligations in order that you can maintain confidence in the performance of the asset.

# **Escrow Management & Closing**

**Knowing the Process is Under Control** 

From the due diligence period to the close of escrow, we provide you fluid communication of what is needed in such a way that you are confident of the progress being made toward closing in each successive

# **Negotiating Edge**

Securing the Deal

We use our market knowledge in concert with your objectives to help secure control of the asset with the most favorable terms for you, with the result of being in position to close the deal and acquire the property.

#### **Underwriting & Financing**

**Evaluating the Leverage Potential** 

To properly asses cash flow potential, we provide full assessment of the in-place income and discuss the leverage that can be achieved as a result in order that you can maximize return on your invested dollars.