



REAL ESTATE CONSULTING SERVICES & REPRESENTATIVE PROJECT EXAMPLES

We offer clients a unique blend of support for:

- Project market and financial feasibility analysis
- Project underwriting and loan packaging
- Public grant, loan and tax credit procurement/ packaging (LIHTC, New Markets, tax abatement, etc.)
- Tax-exempt financing and debt structuring support
- Selected commercial and residential brokerage
- Liaison with the affordable housing, lending and economic development community

Clients have included the public sector, tax-exempt bond issuers, individual property owners and private development organizations. Specific representative project examples include:

- City of Phoenix Housing Market Demand Assessment, for the City of Phoenix Downtown Development Office
- The Met Rental Market Demand Assessment, prepared for the National Council of La Raza and the Phoenix Chapter of the Local Initiatives Services Corporation.
- Many Low Income Housing Tax Credit Market Demand Studies
- Business Plan and Project Cash Flows for 2,000 unit Multi-Family Line-Of-Credit Request To The National MacArthur Foundation, for Community Services of Arizona, Inc.
- Ventanna II LIHTC Multi-Family Underwriting & Gap Financing Assessment, for the Maricopa County Community Development Department.
- Mixed-Use Commercial Office, Retail And Stack Condominium Market And Financial Feasibility Assessment At 3rd Street And Portland In Phoenix for Orcutt Winslow Architects.
- Project Financing Plan For 100 Unit Mixed-Income Project In Downtown Salt Lake City, for DMJM Architects and Planners, Inc.
- Beverly Single-Family Subdivision Market Demand Assessment, for ACORN, Inc.
- City of Phoenix Retail Market Analysis and Retention, in association with Applied Economics, for City of Phoenix Community & Economic Development Department.
- Market Assessment & Asset Disposition Assessment For Perilla Ranch (250 unit subdivision), for the City of Douglas, Arizona.