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cremodels.com/real-estate-principals

How CREModels Helps Real Estate Principals...

Real Estate Investment Trusts

CREModels helps both public and non-traded REITs with large custom projects including big data projects, bulk ARGUS® modeling, and assisting with due diligence on mergers & acquisitions.

Real Estate Funds

Fund Managers look to CREModels for everything from property-level real estate analysis with ARGUS® Valuation DCF or Microsoft Excel® to assistance with quarterly reporting and fund-level analysis.

Private Real Estate Owners / Investors

Individual owners and smaller syndicators use CREModels to help with individual property-level analyses, equity raises and investor reporting processes.

Real Estate Developers

Real Estate Developers leverage CREModels' deep industry experience to ensure their ARGUS® Developer or Microsoft Excel® development pro forma models accurately represent the expected financial performance of a project, including the ability to obtain favorable financing.

CREModels provides Real Estate Consulting and Advisory Services to a wide variety of Real Estate Principals within the industry.

Common Services CREModels provides to Real Estate Principals:

- Lease Abstraction and Auditing
- Financial Analysis with ARGUS®
- Microsoft Excel® Financial Models
- CAM Reconciliation
- Rent/Sales Comps Research
- Market Research and Analysis
- Investor Marketing and Reporting
- Document Inventory and Management
- Custom Data and Technology Solutions

Pre-Marketing Due Diligence Service

CREModels provides a comprehensive and objective portfolio underwriting and analysis service combined with a deep-dive due diligence process which uncovers potential issues with the underlying financials or supporting documentation to ensure a smooth transaction.

Typical Projects for Principals

- Acquisitions Teams use CREModels to produce underwriting packages including lease abstracts and financial models in ARGUS®
- Developers use CREModels to create pro forma development models in Microsoft Excel®
- GPs and syndicators use CREModels to create dynamic investor waterfall models in Microsoft Excel®
- Fund managers use CREModels to develop fund-level analysis models
- Regional and national landlords use CREModels to perform portfolio-wide lease abstracts and audits
- REITs and institutional owners use CREModels to manipulate huge amounts of real estate data between platforms
- Buyers and sellers use CREModels to perform rent and sale comparable research prior to contemplated transactions
- Analysts use CREModels to audit existing models and create dashboards to convey key investment metrics quickly



CONTACT FOR MORE INFORMATION

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cremodels.com/real-estate-tenant-services

How CREModels Helps Real Estate Tenants...

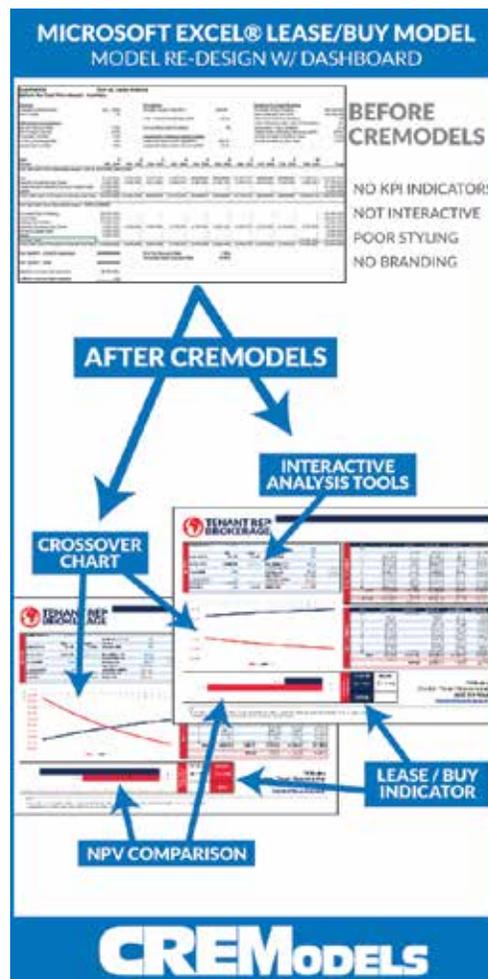
Real estate tenants use CREModels for site selection, market analytics, lease/buy analyses, CAM reconciliations, and space planning decisions. Tenants also leverage our extensive lease abstracting services in conjunction with lease administration services to gain insight into their overall leasehold real estate portfolio.

Understanding an individual lease agreement is difficult enough, but managing an entire portfolio of relationships can be a daunting task, even for those with comprehensive real estate departments.

Real estate is often one of the top three expenses on any tenant's income statement, and the obligations entered into as part of these transactions are generally long-term and should not be handled lightly.

Have CREModels by your side when attempting to understand the complexities of your real estate portfolio, including the upcoming obligations and critical dates that can drastically affect a tenant's operation.

CREModels acts as an extension of your real estate team to provide comprehensive support service ranging from lease abstraction to CAM reconciliation and technology solutions.



Common Services CREModels provides to Real Estate Principals:

- Lease Abstraction and Auditing
- Microsoft Excel® Decision Models
- CAM Reconciliation
- Rent/Sales Comps Research
- Market Research and Analysis
- Custom Data and Technology Solutions

Typical Projects for Tenants

- Corporate and special-purpose tenants use CREModels to create lease-buy analyses
- Retail tenants use CREModels to take inventory of their real estate portfolio with lease abstracts and reporting
- Tenants use CREModels to perform CAM reconciliation on individual locations and portfolios
- Retail tenants use CREModels to perform comparable analysis, including site selection, competitor locations, big data aggregation and GIS mapping platforms
- Office tenants use CREModels to evaluate property expenses to establish base year stops

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cremodels.com/real-estate-investors

How CREModels Helps Real Estate Investors...

Equity capital providers specialize in executing on the delicate balance between risk and reward. CREModels assists by providing a boutique set of services tailored to this clientele.

Limited partners, whether institutional real estate investors, family offices or hedge funds, employ CREModels to leverage our vast knowledge base when underwriting individual acquisitions, reviewing due diligence, managing a portfolio, or improving their business process.

Institutional Real Estate Investors

Institutional real estate investors such as pension funds and insurance companies often invest both directly and indirectly in real estate assets. Regardless of their allocation towards the real estate asset class, substantial time and energy is involved in evaluating both individual and bulk acquisitions, as well as placements into real estate funds. CREModels provides custom real estate models for institutional real estate investors to allow them to better understand their overall risks and returns.

Family Offices

Family offices frequently place funds indirectly into real estate funds which allocate capital into direct real estate investments with professional asset and property management. These real estate funds require substantial due diligence and a detailed understanding of their investment strategy as well as the ability to reverse-engineer and replicate their projected investment returns. CREModels helps family offices understand, assess, and track real estate investments and the real estate funds in which they are invested.

Hedge Funds

Hedge funds allocate capital to real estate investments in many ways, often across many different levels of the capital stack. Hedge funds frequently invest in senior debt, mezzanine debt, preferred equity, and other advanced instruments because of their high risk tolerance and sophisticated financial aptitude. In conjunction with our technology services division, we create complex models using both Microsoft Excel® and programming languages such as Python and ASP.net.

Common Services CREModels provides to Real Estate Investors:

- Microsoft Excel® Fund-Level Models
- Market Research and Analysis
- Investment Structure Modeling and Analysis
- Custom Data and Technology Solutions

Typical Projects for Investors:

- Institutional investors use CREModels for LP waterfall modeling and auditing
- Pension funds use CREModels to create financial models for portfolio-level and fund-level analysis
- LPs use CREModels to model the financial implications of decisions using partnership agreements
- Funds-of-funds use CREModels to develop tools which evaluate and assess optimum investment allocations
- Funds use CREModels to audit and merge existing models into a single universal and dynamic fund-level forecasting, monitoring and reporting tool including extensive data integration with tools from MRI, Yardi, and/or ARGUS®



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cremodels.com/real-estate-service-providers

How CREModels helps Real Estate Service Providers...

CREModels works with real estate service providers to improve their workflow process, augment their financial analysis capabilities and enhance their marketing capabilities.

Intermediaries and Property Managers

All types of brokerage intermediaries use CREModels' services, including investment sales brokers, landlord reps, tenant reps, and property managers. Because of our extensive experience in working with the brokerage industry, we are experts at streamlining the workflow process and data integration.

Mortgage Brokers, Lenders and Servicers

Banks, mortgage brokers, servicers and mezzanine lenders find CREModels useful whether helping to initially underwrite an asset, making a lending decision, or arriving at a value after foreclosure as REO. Lenders can also use our quarterly underwriting services to keep their files up-to-date with current valuation estimates.

Common Services CREModels provides to Real Estate Service Providers:

- Lease Abstraction and Auditing
- Financial Analysis with ARGUS®
- Microsoft Excel® Financial Models
- CAM Reconciliation
- Rent/Sales Comps Research
- Market Research and Analysis
- Investor Marketing and Reporting
- Custom Data and Technology Solutions

Pre-Marketing Service for Brokers

CREModels provides a comprehensive and objective underwriting and analysis service for investment sales brokers. This service brings a seasoned CREModels analyst on-site as part of your team to conduct a deep-dive due diligence review to uncover potential issues with the underlying financials or supporting documentation before the deal is taken to market.

This process greatly improves the probability of a smooth process from initial marketing all the way through closing.

Typical Projects for Service Providers

- Investment sales brokers use CREModels to perform lease abstracts and financial modeling in ARGUS® or Microsoft Excel® in preparation for listings
- Tenant rep brokers use CREModels to model lease/buy decisions for their clients
- Property managers use CREModels to perform lease abstracts and CAM reconciliations on portfolios of assets
- Mortgage brokers use CREModels to underwrite collateral to place loans
- Lenders and servicers use CREModels to periodically assess covenant compliance on portfolio or CMBS loans
- Buyer's rep brokers use CREModels to underwrite and evaluate opportunities and create effective dashboards for their clients to quickly and easily screen opportunities
- Landlord rep brokers use CREModels to compare financial benefits between multiple tenant options
- Property managers and brokers use CREModels for comparables research

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"You guys did an absolutely wonderful job in a quick timeframe."

- *Managing Director*

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HUDSON
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"Thank you for handling all our questions on the Excel model and turning this around so quickly."

- *Portfolio Acquisitions Director*



"You guys continue to amaze me by doing things I never thought were possible."

- *Portfolio Manager*



"I have found CREModels reliable and easy to work with. Overall, they provide an excellent value."

- *Acquisitions Manager*



"I am very impressed by your company's work and promptness."

- *Director*

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