

The background of the cover is a solid blue color. In the upper half, there is a faint, light blue silhouette of a city skyline with various building shapes. In the lower half, there is a perspective view of a grid of lines, possibly representing a floor plan or a city street layout, that recedes into the distance. The text is white and centered.

ASSET MANAGEMENT HANDBOOK — FOR — REAL ESTATE PORTFOLIOS

R. M. SANTUCCI

Asset Management Handbook For Real Estate Portfolios

Ram Ramesh



Asset Management Handbook For Real Estate Portfolios:

ASSET MANAGEMENT HANDBOOK FOR REAL ESTATE PORTFOLIOS R. M. Santucci, 2013-10 The Asset Management Handbook is divided into three phases Chapters 1 through 3 are conceptual introductions Chapters 4 5 6 and 7 get into the meat of the policies and techniques of evaluating the capital needs of your property over the next 40 years Chapters 8 and 9 help you identify which properties are doing well and which are the most threatened What action should you take What are the standard preservation and rejuvenation options available to a real estate portfolio manager What is Asset Management People are more accustomed to thinking about asset management of money or stocks or a package of annuity and savings accounts Real estate asset management is a slower longer term process The properties in your portfolio especially in affordable housing have life cycles of 30 40 or infinite time periods Most nonprofit owners are not interested in selling to capture any appreciation on their properties Their goal is to provide housing for the foreseeable future as long as the asset can perform Many nonprofits and mid size property owners do not have a dedicated asset manager It is extraordinarily important that someone take on that long term analysis be it for 10% 25% or 50% of a full time employee The next step is to benchmark your properties How are you doing compared to the world Not just on straight bottom line consideration but how about in human services Have you saved sufficient money to replace the roof or add the sprinklers that will be required at the next renovation The Asset Management Handbook provides well established objective criteria for 25 different variables We've seen participants in the asset management practicum expand that up to 40 variables to analyze on an annual basis We'll see how benchmarking and risk ranking of your portfolio are essential first steps in establishing its viability and needs Capital Needs and Their Funds In this meat of the manual we walk you through essential policies that define how your properties will operate over the long term We show how policies made by lenders bankers and other short term partners can be self destructive and damaging to property owners holding for the long term First example of the dichotomy the lender is suggesting the reserve is sufficient when two years after their loan matures the property will require 4 million of replacement expenditures This is fine for investment property held for resale You just flip it and get down the road Most affordable housing owners do not consider selling the property as a positive outcome Even if you've never performed a property inspection before the Handbook offers you easy methods of counting and sorting components into well established remaining economic lives Then it is on to the massive spreadsheet that calculates the future need and the various waves in which it will appear Exterior paint first then roofs windows and doors and kitchens and baths follow and then it starts all over again Most capital needs assessments performed by third parties make financial assumptions that are untenable Their interest rates on earnings are overstated and their inflation rate on the components are generally understated leaving you with significant shortfalls even if you have escrowed according to directions We will keep you out of that trap showing you the realistic funds that are required and the time periods when the inevitable refinancing windows will

occur Risk and Solutions In the final section we evaluate your primary risks Which properties should you address first Which properties have the strength and energy to function on their own Then what should you do about it Refinance Renegotiate Value engineer Raise rents In the foot race the runner is always caught by the tsunami of required replacements It is just a fact of the business that every 20 to 30 years you've got to re-invest a significant amount of money *The Handbook of Real Estate Portfolio Management* Joseph L. Pagliari, 1995 Spurred by the passage of ERISA in 1974 the ownership and management of commercial real estate has shifted from deal driven entrepreneurs to strategic institutional investors This shift which shows little sign of abatement has revolutionized the real estate industry as pension funds insurance companies and other institutional investors continue to dominate real estate investment activities and realize the risk return enhancing characteristics of mixed asset portfolios *Asset Management Handbook for Real Estate Portfolios* R. M. Santucci, 2013-10-14 The Asset Management Handbook is divided into three phases Chapters 1 through 3 are conceptual introductions Chapters 4 5 6 and 7 get into the meat of the policies and techniques of evaluating the capital needs of your property over the next 40 years Chapters 8 and 9 help you identify which properties are doing well and which are the most threatened What action should you take What are the standard preservation and rejuvenation options available to a real estate portfolio manager What is Asset Management People are more accustomed to thinking about asset management of money or stocks or a package of annuity and savings accounts Real estate asset management is a slower longer term process The properties in your portfolio especially in affordable housing have life cycles of 30 40 or infinite time periods Most nonprofit owners are not interested in selling to capture any appreciation on their properties Their goal is to provide housing for the foreseeable future as long as the asset can perform Many nonprofits and mid size property owners do not have a dedicated asset manager It is extraordinarily important that someone take on that long term analysis be it for 10% 25% or 50% of a full time employee The next step is to benchmark your properties How are you doing compared to the world Not just on straight bottom line consideration but how about in human services Have you saved sufficient money to replace the roof or add the sprinklers that will be required at the next renovation The Asset Management Handbook provides well established objective criteria for 25 different variables We've seen participants in the asset management practicum expand that up to 40 variables to analyze on an annual basis Well see how benchmarking and risk ranking of your portfolio are essential first steps in establishing its viability and needs Capital Needs and Their Funds In this meat of the manual we walk you through essential policies that define how your properties will operate over the long term We show how policies made by lenders bankers and other short term partners can be self destructive and damaging to property owners holding for the long term First example of the dichotomy the lender is suggesting the reserve is sufficient when two years after their loan matures the property will require 4 million of replacement expenditures This is fine for investment property held for resale You just flip it and get down the road Most affordable housing owners do not consider selling the property as a positive

outcome Even if you've never performed a property inspection before the Handbook offers you easy methods of counting and sorting components into well established remaining economic lives Then it is on to the massive spreadsheet that calculates the future need and the various waves in which it will appear Exterior paint first then roofs windows and doors and kitchens and baths follow and then it starts all over again Most capital needs assessments performed by third parties make financial assumptions that are untenable Their interest rates on earnings are overstated and their inflation rate on the components are generally understated leaving you with significant shortfalls even if you have escrowed according to directions We will keep you out of that trap showing you the realistic funds that are required and the time periods when the inevitable refinancing windows will occur Risk and Solutions In the final section we evaluate your primary risks Which properties should you address first Which properties have the strength and energy to function on their own Then what should you do about it Refinance Renegotiate Value engineer Raise rents In the foot race the runner is always caught by the tsunami of required replacements It is just a fact of the business that every 20 to 30 years you've got to re invest a significant amount of money

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broad based resource for specific terminology and information Much more than just a dictionary this dynamic book explains and expands upon the fundamental concepts that comprise a financial analyst s lexicon Within each section Ramesh arranges fundamental terms alphabetically then provides CFA related tips and profiles of industry leaders Key topics include Timeless tips for CFA candidates and practitioners Graphics and mnemonics to help with important concepts Derivatives equity valuation and portfolio management **Facility Design and Management Handbook** Eric Teicholz,2001-02-14 CD ROM contains Sample documents Standards Forms Web links References **Real Estate Perspectives** John B. Corgel, Halbert C. Smith, David C. Ling, 1998 This text provides a clear presentation of the numerous investment decisions involved in real estate such as whether and how to lease buy sell or mortgage a property how to analyze and predict the forces in the market that determine real estate values whether and when to renovate rehabilitate or demolish and when and how to divest a property The authors use Value as a unifying theme supporting their view that students best understand and appreciate the importance of the complex economic social and legal processes that affect real estate markets after they have developed an understanding of how real estate valuation and investment decisions are made The text provides a decision making framework through a greater use of technology and quantitative decision making tools It is organized into five perspectives Investment Market Value Mortgage Finance and Legal

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