

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 Weve 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

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Handbook of Portfolio Construction John B. Guerard, Jr.,2009-12-12 Portfolio construction is fundamental to the investment management process In the 1950s Harry Markowitz demonstrated the benefits of efficient diversification by formulating a mathematical program for generating the efficient frontier to summarize optimal trade offs between expected return and risk The Markowitz framework continues to be used as a basis for both practical portfolio construction and emerging research in financial economics Such concepts as the Capital Asset Pricing Model CAPM and the Arbitrage Pricing Theory APT for example provide the foundation for setting benchmarks for predicting returns and risk and for performance measurement This volume showcases original essays by some of today s most prominent academics and practitioners in the field on the contemporary application of Markowitz techniques Covering a wide spectrum of topics including portfolio selection data mining tests and multi factor risk models the book presents a comprehensive approach to portfolio construction tools models frameworks and analyses with both practical and theoretical implications

The Handbook of Commercial Real Estate Investing John McMahan,2007-06-10 A Codifying Best Practices Guide to Effectively Managing the Entire Real Estate Investment Process The Handbook of Commercial Real Estate Investing delivers an authoritative best practices approach to the three major areas of the industry investment transactions asset management and enterprise management Skillfully written by John McMahan a leader of the U S commercial real estate investment industry The Handbook of Commercial Real Estate Investing presents state of the art methods needed to successfully invest in and manage commercial properties such as office buildings shopping centers industrial buildings apartments and hotels Designed to codify the industry best practices encouraged by financial institutions The Handbook of Commercial Real Estate Investing offers Complete guidelines for the critical due diligence stage of the investment process Effective asset management techniques for leasing property management and tenant relations Detailed procedures for reporting to investors on the

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