

Commercial Real Estate

Multi-Family Housing



**Consulting, Accounting and Taxation Services for Commercial Real Estate
from Habif, Arogeti & Wynne, LLP**



COMMERCIAL REAL ESTATE MARKET CONDITIONS ARE CONSTANTLY
 CHANGING. HABIF, AROGETI & WYNNE CAN HELP YOU STAY AHEAD
 OF THE TRENDS.

Monumental decisions during historic times call for clarity. Habif, Arogeti & Wynne can help you find it. Our full range of assurance, business, tax planning and consulting services is tailored to fit the needs of real estate development and management companies. In an ever-changing real estate market, you need experienced CPAs and consultants who specialize in the industry to help you achieve your business goals. At HA&W, we are committed to proactively providing you with solutions to help you take advantage of persistent market fluctuations.



HA&W represents a broad range of real estate entities, including:

- Multi-family, including conventional and government assisted
- Commercial builders and developers
- Property management firms
- Foreign investment firms
- Private equity funds
- Assisted living developers and operators
- Hotel developers and operators

Specialized services

We provide a comprehensive range of services, each tailored to meet your specific needs. Our clients depend on us to provide important accounting functions such as audits, reviews and compilations of financial statements.

We also offer the following specialized services:

- Cost segregation studies
- Financial forecast and projections
- Due diligence relating to property acquisitions
- Profit improvement
- Analysis of transactions, including dispositions and acquisitions
- Structuring debt and equity financing transactions
- Litigation support
- Management consulting
- Governmental cost certifications for contractors and mortgagors (HUD and state housing agencies)
- Affordable housing tax credit consulting and compliance
- Strategic planning
- Business valuations



Planning a real estate development

HA&W advises and counsels clients through the financial modeling analysis. We work closely with your legal counsel, syndicator and sponsor in evaluating the feasibility of your project. We help structure real estate acquisitions and syndications, provide financial and tax accounting advice, and assist with equity transactions.

Developing joint venture projects

If you are a real estate developer, HA&W can help you structure joint venture projects in a way that maximizes your return on investment, and minimizes the tax effect.

Auditing financial statements

HA&W audits a variety of financial statements for the real estate industry including statements required by life insurance companies, private equity firms, foreign investors and syndicators of affordable housing credits. We go beyond delivering timely financial statements. Our deep industry knowledge allows us to be more than just auditors. Our professionals will analyze trends, identify opportunities, and discuss strengths and weaknesses with you, allowing you to fully maximize profits and achieve success.

Examples of our experience

- A client constructed a new shopping center and was approached by an unexpected purchaser. The client wanted to sell the property but did not wish to recognize ordinary income on the sale. We structured a partnership, owned by the client and the buyer, to which the client contributed the property receiving approximately ninety percent of their equity in cash. This resulted in no current tax liability. At a later date, the client's partnership interest was sold and a one-time capital gain was recognized.
- We've worked with clients in structuring more than 300 tax-deferred exchanges – including starter exchanges, reverse exchanges, and build-to-suit exchanges.
- We had a client with substantial negative basis in a partnership. The client wanted to sell the property, but did not want to incur the high tax cost. We assisted the client in contributing the property to an operating partnership of a publicly traded REIT in exchange for the REIT's operating partnership units. As a result, the client was able to defer the income taxes and increase the liquidity and diversification of their investment.

About Habif, Arogeti & Wynne, LLP

With more than 50 years of experience, HA&W has grown to be the largest independent accounting firm in Atlanta and one of the top 50 firms in the United States.

For more information, please visit us online at www.hawcpa.com.



**For more information, contact us at 404.892.9651
or visit www.hawcpa.com.**

Five Concourse Parkway ▶ Suite 1000 ▶ Atlanta, GA 30328 ▶ Phone: 404.892.9651 ▶ www.hawcpa.com