

# Financial Consulting Group

Unparalleled Expertise  
in Financial Analysis



**CBRE**

## **Unparalleled Expertise in Financial Analysis**

The Financial Consulting Group (FCG) of CBRE provides sophisticated financial analysis and underwriting that is unparalleled in the real estate industry. Our finance, accounting, and consulting professionals customize analyses to empower clients to make informed real estate decisions. Whether a client is seeking to buy or sell, lease or own, consolidate or expand, raise capital via debt or equity, we focus on the client objectives and tailor solutions that will drive value to the bottom line.

## **Speed to Market with Scrutiny Beyond Reproach**

Our professionals have extensive experience in underwriting all types of assets from office, industrial, and retail properties to multi family properties and hotels. As a division of CBRE, the global leader in commercial real estate services, we are able to leverage the proven experience and local market knowledge of more than 80,000 real estate professionals worldwide. Our thorough underwriting and due diligence process stands up to the highest level of scrutiny. Let us put our experience to work for you to maximize your financial returns.

## **Providing Real Estate Solutions to Meet Corporate Objectives**

In today's fast-paced and competitive business environment, it is imperative that companies make sound real estate decisions consistent with their corporate strategy. FCG will concisely and accurately present viable options taking into consideration their impact on earnings per share and/or the balance sheet, as well as other stated financial/operating benchmarks. Combined with the depth of experience and market knowledge of our consultants, our deliverable will empower clients to make the optimal business decision.

## **Our extensive underwriting process includes:**

- Argus™ Modeling
- Lease Abstracting
- Expense Recovery Verification
- Historical Expense Analysis
- Market Supported Underwriting
- “Audit” of Supporting Documentation
- Customized Excel Models
- Occupancy Cost Analysis
- Lease vs Own
- Sale Leaseback
- Blend & Extend / Indifference Analysis

## Our Professionals Are Dedicated To Meeting Client Objectives

FCG delivers the most reliable financial analysis in the industry. We have proven expertise in accounting and finance, development, asset and portfolio management, real estate, capital markets, and investments. Focused on meeting client objectives, our professionals are dedicated to delivering measurable results to a wide range of clients, including:

- » REITS
- » Pension Fund Advisors
- » Opportunity Funds
- » Public and Private Companies
- » Private Investors

## We customize our services to meet client objectives:



### Asset Management

Cost-effective strategies for optimum performance



### Capital Markets Support Services

Financial and market due diligence



### Investment Analysis

Strategies that maximize investment opportunities



### Lease Comparison

In-depth analysis of strategic lease alternatives



### Lease Restructuring

Solutions that benefit both landlords and tenants



### Lease Versus Own Analysis

Comparison of lease and investment options



### Sale/Leaseback

Analysis of initial sale price, residual value, and cash flow



### Tenant Representation

Formulate optimal solutions to achieve occupancy goals

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