



Acquisitions & Buyer Representation

The Shepherd Group's approach to Property Acquisition and Buyer Representation focuses on finding properties to reasonably meet your expectations towards investment goals. This customized approach involves more than a list of potential properties, it also includes a thorough analysis of the factors that could affect the values and utility of the property.

The Shepherd Group will:

- Meet with you to discuss your real estate needs and goals—both short term and long term
- Discuss real estate plans—owner/user, investor, or both; for Owner/User, compare the benefits of Owning vs. Leasing
- Review budgets and investment criteria (expected returns, property types, location preferences, amount to invest, debt preferences, etc.)
- Review current market conditions for the area(s) in which you are interested
- Search for properties that meet your criteria
- Meet with local government officials to discuss zoning, use, development plans, traffic/road conditions, and other factors that could affect the value of the property
- Analyze the properties and prepare relevant summaries and comparisons including investment returns, construction/capital plans, leasing activity, and other relevant issues
- Arrange for property tours
- Determine which property is the “best fit”
- Submit offer and begin negotiations
- If requested, can assist with attorney selection
- Work with you to determine which form of ownership is best for you
- After basic agreement (LOI), finalize negotiations on actual contract
- Begin Due Diligence after contract is signed, (lease reviews, tenant discussions/plans, property inspections, verify income and expenses, etc.)
- Develop Rent Rolls and “Actual” budget (as opposed to Proforma Budgets)
- Discuss Due diligence findings with the client and if necessary, renegotiate the terms
- Provide assistance with arranging financing.
- Prepare management transition plan (tenant notices, banking, service contracts, etc.)

For more information contact:

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