

Our Approach

Metzler's advisory services are based on four core processes. First and foremost, we create tailored investment strategies anchored upon each client's specific objectives and tempered by a thorough understanding of market dynamics. We then source, qualify and acquire the proper mix of assets to fit the strategy. During the hold period, our asset management team combines objectives-based planning with outcomes-based execution to ensure excellent asset performance. Finally, we capture the targeted value creation by pursuing disciplined disposition of assets as they mature. Here is how it works:

TAILORED STRATEGIES

Our most important goal is helping our clients achieve their investment objectives. We start by listening carefully to clearly understand every facet of those objectives.

We realize that, just as every property and every market is unique, so is each of our clients. And it goes without saying – one strategy does not fit all. Successful investment isn't based on a formula – it is driven by an understanding of what's different, and then capitalizing on those differences. We know what makes each of our clients different. And what's different is essential to gaining competitive advantage in a very aggressive world.

Metzler's approach is unique as well. We bring an independent perspective to the client objectives to develop a strategy suited solely to those objectives. We combine a clear understanding of those objectives with thorough, local knowledge of real estate market drivers and dynamics to develop an investment strategy uniquely suited to the client's goals. The strategy will specify target asset type, size and characteristics, target markets, ownership structures and risk parameters needed to deliver the required financial results.

INFORMED INVESTMENT

Real estate investment takes place in a localized, inefficient market. Successful investment depends on an intimate knowledge of local conditions, local players and local practices. At Metzler, we focus on understanding what's different, on identifying the inefficiencies, and then on capitalizing on those inefficiencies. This allows us to source and pursue acquisitions that satisfy our client's unique objectives.

We review hundreds of investment opportunities each year. From these, we selectively evaluate those few that meet each of our client's unique investment strategies. We then actively pursue those remaining candidates that satisfy our rigorous underwriting and evaluation standards.

Comprehensive due diligence allows our experienced asset management professionals and specialized third-party experts to ensure a complete understanding of the legal, financial and physical characteristics of a proposed investment.

Finally, we handle all the activities necessary to complete an efficient and accurate closing of the investment. All along the way, from initial underwriting to final closing, the investment team works closely with Metzler's asset management team to confirm all investment expectations and ensure a smooth transition into ownership.

Our reputation for thorough underwriting, straightforward negotiation and certainty of closing often allows us to win assets, not with the highest price, but with the most credible price and as the most credible buyer.

ACTIVE MANAGEMENT

We ensure successful investment performance through active asset management. This includes a combination of portfolio- and asset-level strategic planning with on-the-ground tactical execution. We don't simply supervise our property managers and leasing teams – we drive them to excel.

Metzler applies an iterative approach to asset management. The key participants in this process are the client, the investment and asset management teams, and the on-site property management and leasing teams. Metzler, as asset manager, is responsible for managing this process and coordinating with each participant.

We remain actively engaged in all aspects of property management and leasing. We engage directly on a principal-to-principal basis in key lease negotiations, we oversee the planning and execution of major construction, repair and replacement programs in coordination with the on-site team, and we require regular accountability of the on-site team for accomplishing asset objectives.

DISCIPLINED DISPOSITION

Metzler enters into each investment anticipating a range of detailed exit strategies, given different sets of market conditions. During the hold period, the asset management team completes periodic hold/sell analyses to compare the asset's progress toward our initial exit expectations. Our goal is to ensure proper execution of the asset's investment plan, to adjust the plan as needed in anticipation of market or asset changes and to capitalize on tactical exit opportunities that may arise during the hold period.

When Metzler determines maximum value can be achieved through the sale of an asset, and subject to our client's approval, the investment team initiates a disposition. Throughout the exit process, Metzler follows the same rigorous approach to negotiation, due diligence and closing as was conducted during the initial acquisition. This time the goal is to ensure the best result for our client as the seller.