

# CAVAN

■ Integrated Communications ■ Investor Partnership ■ Exceptional Real Estate Management



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During the last 30 years, we developed a unique method called *The Real Estate Advantage Process™* which is based on our wisdom and experience. We've taken everything we have learned and turned it into a clearly defined process with seven distinct stages designed to create value for our investors. The goal of the Process is to minimize risk to investors through extensive research, due diligence, and preliminary planning. By optimizing every step in the development process, this proven method has generated, in the past, significant returns for real estate investors.

## **Step 1: Diagnostic Discovery Stage**

This stage targets opportunities and dangers associated with each potential project. When we have a potential site identified, we gather as much information as possible about the property: zoning, market conditions, drainage, sewer, water, environmental, and other concerns. If we feel the project meets our criteria, we proceed to the next step.

## **Step 2: Cavan Structuring Filter**

The Cavan Structuring Filter reduces investor risk through skillful negotiation. Once we are interested in the property, we negotiate for the purchase of the land, and do everything possible to minimize our risks. By negotiating properly, we can often shorten the investment cycle, reduce the required capital, and increase the return on the investment.

## **Step 3: Expert Team Builder**

With the property secured, we now bring together the best team of experts who will drive and deliver the project. We have developed a large network of experts such as market researchers, architects, construction companies, leasing agents, consultants, and zoning attorneys.

## **Step 4: Financial Value Maximizer**

The project then undergoes in-depth scrutiny by our finance team. We project the timeline and cost estimates, prepare all of the legal documents, and determine a preliminary exit strategy. We also develop a pro forma that gives our best estimate on how the project will perform.

## **Step 5: Game Plan Analyzer**

Based on this preliminary work, we develop a comprehensive information book on the project. It provides the financial information and the investment proposal. At this stage, investors can decide if they want to participate in the project.

## **Step 6: Construction Implementation Stage**

With the plan in place, and the capital raised, Cavan is now ready to begin construction of the project. Working together with our assembled team, our internal project management team orchestrates the entire construction of the project.

## **Step 7: Strategic Exit Plan**

As each project is nearing completion, Cavan finalizes the right exit plan in order to maximize profit to our partners. We develop a plan for how we will maximize our investment. We decide early on if we are going to build, lease and hold, or build, lease, and sell. The exit strategy is usually driven by market conditions and the objectives of our investors.