

## THE FALBEY GROUP – What We Do

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Our experienced services include consultation and management in the following areas:

### **Preliminary Development Considerations and Activities:**

- Designing development strategies and criteria for:
  - Acquisitions
  - Dispositions
  - Repositionings
  - Joint ventures
  - Financing
- Facilitating and implementing the strategies
- Market area identification

### **Land Development Considerations and Activities:**

- Oversight on the Acquisition Process, including:
  - Site selection analysis
  - Site assemblage
  - Proforma analysis
  - Transaction management, including:
    - Contract negotiations
    - Management of legal aspects including:
      - purchase contracts,
      - condominium and association documents,
      - consultant agreements,
      - closing transactions
  - Due diligence
    - preliminary
    - contractual
  - Management of consultant team
  - The permitting and entitlement processes
  - Site planning, design, engineering, and construction related activities
  - Master-planning the development
  - Planning for specific sites
  - Place-making
  - Creating a sense of community
- Project related finance analysis – debt, equity, or both
- Transaction management
- Utilization of brokerage network and GIS data for market areas
- Litigation support and expert testimony

### **Vertical Development Considerations and Activities:**

- Oversight on the Development Process, including:
  - Marketing and launch strategies
  - Product differentiation and mix analysis
  - Project and product positioning
  - Project sales and pricing

- Repositioning strategies
- Exit strategies

**Development Management Services:**

- Development management for all or any phase of the development process, including hiring and supervising the outside members of the development team where appropriate;
- Providing a seasoned development executive on a short-term or temporary basis until a client can identify a qualified candidate for that position on a permanent basis.

**Transactional Opportunities:**

In addition, the principals of The Falbey Group enjoy an extensive network of relationships throughout the industry and across the country. Consequently, we are able to create transactional opportunities for our clients in a variety of situations including:

- Locating and identifying developable land opportunities in Florida, including the dynamic Naples and Fort Myers markets;
- Providing optimal acquisition strategies and tactics formulated on our knowledge of the properties, the parties involved, and the local political environment;
- Generating viable joint venture opportunities involving land owners and developers;
- Creating development opportunities by combining developers who bring different resources to the table;