

# REAL ESTATE GROUP



# Real Estate Group

The real estate industry faces a rigorous set of challenges: a cyclical business environment, economic uncertainty, intense competition and an ever-changing regulatory environment. To successfully navigate this business environment, and be ready to take advantage of opportunities as they arise, real estate companies and investors require accounting and advisory professionals who have the sophisticated industry knowledge, deep technical expertise and keen insight to help clients make more informed decisions that help them reach and exceed their financial goals.

Marcum's Real Estate Group specializes in providing a full range of tax, assurance and advisory services to real estate owners, developers, managers, REITs, private equity funds, institutional investors, hotel owner operators and other real estate entities. These services are client-customized to satisfy the requirements of real estate investors ranging from individual real estate owners through the largest global institutional investors.

The professionals in the Real Estate Group have the experience and deep expertise to perform at the highest level. Our partners have spent their careers building strong reputations among real estate leaders by providing our clients with the most efficient tax planning strategies, market-centered business guidance and timely adherence to compliance guidelines.

Our background includes experience in:

- Private and Public REITs
- Office buildings
- Condo Conversions
- Shopping Centers
- Industrial Buildings
- Storage Centers
- Hotels
- Golf Courses
- Land
- Other

## REPRESENTATIVE CLIENTS

Marcum's clients include leading real estate organizations:

- J.P. Morgan Asset Management-Real Estate
- Thor Urban Property Funds
- Brickman Real Estate Funds
- Prudential Real Estate Investors
- Apollo Global Real Estate Management
- MetLife Real Estate Investors
- Wafra Investment Advisory Group, Inc.
- SL Green Realty Corp.
- BlackRock-Real Estate
- Clarion Partners-Real Estate
- Mack-Cali REIT
- Starwood Capital Group

## ASSURANCE SERVICES

We offer a full range of accounting and audit services including SEC reporting and Sarbanes-Oxley compliance. All audits are performed under Generally Accepted Auditing Standards (GAAS) and /or those standards established by the PCAOB.

### Joint Venture and Individual Property Audits

- Audits for office buildings, apartment buildings, condo conversions, hotels, shopping centers, industrial buildings, land and more. We operate in all fifty (50) states and our ability to perform joint venture audit engagements primarily offsite provides significant savings to owners. We also perform reviews and compilations.

### Real Estate Investment Fund Audits

- Audits of real estate investment funds at fair value accounting in accordance with Investment Company guidance.

### Agreed Upon Procedures

- Assisting owners and investors in monitoring their investments by implementing procedures to evaluate performance and compliance by their property managers or joint venture partners. Procedures can be tailored to focus on the high risk and key areas of concern or importance.

### **Rule 3-14 and Rule 3-05 of SEC Regulation S-X**

- Audits for new acquisitions in accordance with Rule 3-14 and Rule 3-05 of Regulation S-X governing the financial statement requirements for acquired properties.

### **Audits of Financial Statements Reporting Under International Financial Reporting Standards (IFRS or IFRS for Small and Medium-Sized Entities)**

#### **Waterfall/Promote Calculations**

- Review operating agreement
- Create and maintain waterfall/promote model based on parameters in operating agreement
- Track partner contributions and distributions
- Calculate allocation of projected capital proceeds to partners

#### **External Audit Coordination**

- Manage external audit process
- Complete confirmations
- Prepare audit work papers
- Respond to auditor inquiries

### **TAX SERVICES**

Our expertise includes tax return preparation, tax consulting, investor reporting, accounting systems, partnership cash flow modeling and transaction services.

#### **Deal and Entity Structuring**

- Deal and entity structuring, with a view toward exit strategy, through modeling 'before' and 'after-tax' cash flow and taxable income/loss, including related tax allocations, for the full anticipated life of the deal. This enables clients to fully understand the impact of complex tax laws and regulations on the partnership and the partners' 'after-tax' ROI.

#### **Tax Planning and Preparation**

- State and local tax planning to evaluate the income and franchise tax implications of doing business in multiple states and to maximize state tax incentives, deductions and other factors.
- Preparation of federal and state tax returns on a timely basis and consulting regarding acquisitions and sale, 1031 exchanges and restructuring (debt financed distributions).

#### **Cost Segregation**

- Identification of properties that can benefit from cost segregation studies to accelerate depreciation expense and maximize after-tax cash flow.

#### **Due Diligence**

- Comprehensive due diligence including evaluation of projects, testing and review of purchase price models including Argus and NOI reviews.
- Acquisition due diligence, including lease reviews

#### **Other Tax Consulting Services**

- Computation of the 'book up' for new partners
- Optimization of tax depreciation in line with investor goals
- Troubled asset management; tax structuring for C.O.D. transactions
- International tax structuring on inbound investment in U.S. real estate

### **ADVISORY SERVICES**

#### **Forensic Accounting**

- Assistance in fraud prevention or in determining whether misappropriation of company assets or fraudulent financial reporting may have occurred.

#### **Litigation Support**

- We work closely with the attorneys in all areas of litigation support and can serve as a consultant or expert.

#### **Succession Planning**

- Our business strategy experts work with you to develop a plan that creates sustainable and transferable value from your business.



## MARCUMGROUP

Marcum Group is a family of organizations providing a comprehensive range of professional services including accounting and advisory, technology solutions, wealth management, and executive and professional recruiting.

These organizations include:

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Marcum LLP  
**[www.marcumllp.com](http://www.marcumllp.com)**

—  
Marcum Technology LLC  
**[www.marcumtechnology.com](http://www.marcumtechnology.com)**

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Marcum Search LLC  
**[www.marcumsearch.com](http://www.marcumsearch.com)**

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Marcum Financial Services LLC  
**[www.marcumfs.com](http://www.marcumfs.com)**

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Marcum Bernstein & Pinchuk LLP  
**[www.marcumbp.com](http://www.marcumbp.com)**

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ACCOUNTANTS ▲ ADVISORS