



A FULL SERVICE COMMERCIAL REAL ESTATE FIRM

EXPERIENCE. INTEGRITY. EXPERTISE.

Focused on Results

True Experts, Unparalleled Execution

Hogan Real Estate has been a trusted real estate partner for nearly 30 years providing end-users, private and institutional investors, and financial institutions with comprehensive real estate services. Our entrepreneurial, yet disciplined approach, combined with unparalleled execution consistently ensures the outcome our clients expect.

We work with national clients such as Walgreens, Walmart, McDonalds, Starbucks, Kroger, Marathon Petroleum, Hobby Lobby, Jimmy John's and many more national, regional and local retailers, restaurants, banks, and healthcare providers. Our approach engages all stakeholders of a particular project in identifying opportunities and developing strategies that create value for our client.



\$500+
MILLION IN
DEVELOPED
PROJECTS



Excellent market knowledge combined with the keen ability to recognize opportunity and manage risk are trademarks of our team. We are well versed in financing solutions, including TIF districts, and have the financial wherewithal and key relationships needed to tailor capital structures that support all types of projects. Our successful track record has made us the trusted real estate partner of real estate owners, investors and end-users.

A FULL SERVICE FIRM

Experienced professionals working for you

Our professionals have a proven record of delivering results through meticulous execution and are trusted by clients to handle every detail of their real estate needs. We have extensive knowledge in every discipline of the real estate industry.

DEVELOPMENT

INVESTMENT
SERVICES

TENANT REPRESENTATION /
SITE SELECTION

ACQUISITIONS &
DISPOSITIONS

LEASING / LANDLORD
REPRESENTATION

SPECIAL ASSET
RESOLUTION

ASSET / PROPERTY
MANAGEMENT

ADVISORY
SERVICES

THE HOGAN APPROACH

Since 1987 we've built a reputation for identifying the right opportunities, and implementing strategies that consistently deliver positive results and surpass our client expectations.

Grounded by values of hard work and integrity, our solution oriented team of experienced professionals understands that proactivity, focus, communication and transparency are key to producing results our clients expect. Our firm's culture is shaped by our focus on building relationships and the drive to go above and beyond, setting us apart from the competition. This approach has produced loyal clients that have trusted us to deliver for decades.

Clients consider Hogan Real Estate a true partner in achieving their real estate investment and transaction objectives.





EXPERIENCE MATTERS

30 YEARS OF SUCCESS

SEASONED REAL ESTATE
PROFESSIONALS

LONG TERM CLIENT
RELATIONSHIPS

PROVEN APPROACH

INTIMATE MARKET
KNOWLEDGE

METICULOUS EXECUTION

RESULTS



DEVELOPMENT

Delivering Results

Expertise

With our roots going back to 1987, we are one of the region's leading developers of freestanding retail sites, neighborhood shopping centers and mixed-use projects. Hogan Real Estate's success relies on providing each venture with expert resources and meticulous execution. Our reputation and industry relationships make us distinctively qualified to develop all types of real estate projects for investors and build-to-suit locations for end-users.

Proven Execution

Our broad market knowledge, ability to recognize the right opportunities, financial wherewithal and expertise, strong relationships, and years of experience make us experts at managing real estate development risk and masters at delivering for our clients. Our team is seasoned at every phase of a real estate development project – site selection and acquisition, zoning and entitlement, environmental due diligence and remediation, development, financing, leasing, construction, and asset management. Most importantly, we understand how each phase can ultimately impact the success of a project and maximize our clients' returns.



TENANT REPRESENTATION / SITE SELECTION

Maximizing Potential

Expertise

Hogan Real Estate provides comprehensive site/location selection services. Our clients range from Fortune 500 corporations to local companies. We assist them with identifying and procuring optimal shopping center locations, outparcel sites, and in many cases with assembling land and developing build-to-suit locations for them. Each site selection endeavor is unique, requiring a specialized skill set and good intuition. Our professionals understand the importance of location but also recognize that it is only part of executing a successful site selection plan.

Proven Execution

Our approach to tenant representation is the most expert and comprehensive in the marketplace. We continually monitor market trends and opportunities, and leverage our experience and strategic relationships to develop location selection strategies that achieve each individual client's objectives. Because we know our markets intimately we are able to provide off-market opportunities that our clients would not otherwise have knowledge of. We use the most current technology available in our analysis, location mapping and presentation materials. We remain involved in every step of executing the strategy - market analysis, financial comparison of options, letter of intent generation, lease negotiations, and location buildout from inception to opening day. Our integrity, attention to detail, and full service in-house capabilities has led to long-term client relationships.



LEASING / LANDLORD REPRESENTATION

Maximizing Value

Expertise

We are recognized for our integrity, tenant relationships, and our local level knowledge of commercial real estate activity. Because our experienced professionals understand real estate value creation in the broader sense, we deliver project specific, optimal leasing strategies to achieve the unique goals of each owner. The full service nature of our firm provides our leasing team experienced implementation support, resulting in a comprehensive leasing approach.

Proven Execution

Our leasing professionals work closely with property owners to develop marketing plans that will maximize value for owners and opportunities for tenants. For decades we've worked with retailers every day and we understand their business and what is most important to them. At each property we develop an optimum tenant mix and leasing plan, and establish specific leasing strategies tailored to meet the owner's objectives. We identify qualified tenants, develop a custom marketing campaign, and implement cold calling and leasing strategies that produce results. We remain involved in the execution of the strategy, including deal specific financial analysis, letter of intent generation, lease negotiations, tenant buildout coordination, and all other aspects through opening day.



INVESTMENT SERVICES

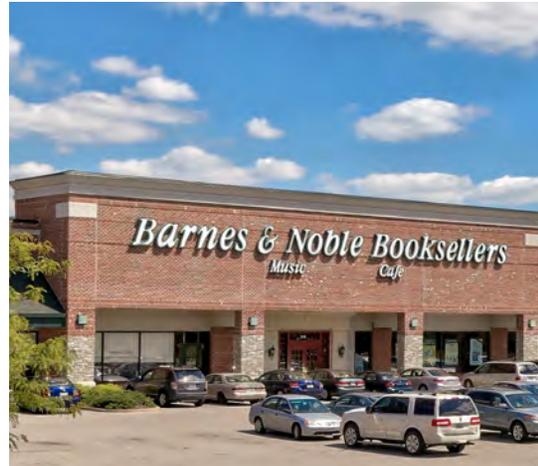
Knowledge Based Approach

Expertise

We provide industry leading investment services to private and institutional buyers and sellers of commercial real estate. Recognized for our integrity, responsiveness, and analytical expertise, we bring a wealth of knowledge and experience to investment transactions. Our process for every transaction begins with identifying what's important—understanding the client's objectives, yield requirements, and timing. We develop custom strategies based on our clients' objectives and the current capital market conditions.

Proven Execution

Our professionals are known for their methodical and personal approach. We have proven industry experience transacting all income producing property types. Our comprehensive underwriting and access to real-time market data provide optimal pricing for clients, consistent with their objectives. We utilize the industry's national platforms and our extensive network to identify credible buyers, ensuring successful transactions.



\$250+
MILLION OF
RECENT
INVESTMENT
SALE
TRANSACTIONS

ASSET / PROPERTY MANAGEMENT

Trusted Point of Contact

Expertise

Our asset management team understands the impact responsible strategic planning and day-to-day comprehensive property management has on the ultimate financial return to the real estate investor. We are committed to a methodical management platform that ensures the expert and efficient management of costs, responsibilities, and decision making associated with real estate owner assets.

We provide the full range of services to property owners - tenant relations, lease administration, day-to-day and preventative maintenance services, construction management, insurance placement and administration, and comprehensive accounting and banking services with concise budgeting and management reporting. We are well versed in financing options available in the marketplace, have key relationships with providers and the expertise to arrange financing for our client's projects. Our intimate knowledge of property values and the valuation and property taxing process also makes us well suited to assist real estate owners with property tax analysis and strategies, tax appeals, and negotiations with taxing authorities.



Proven Execution

With nearly 30 years of real estate management experience, we've developed a culture and practice in which our associates approach every property from an owner's perspective, applying his/her know-how to each assignment, ensuring efficient asset management and opportunity maximization. We constantly seek new revenue and cost saving opportunities for owners. At the same time, we recognize that a commitment to providing proactive, responsive services at the property level maximizes tenant retention. As a result, we are well aware of the importance of achieving the right balance between managing overall cost and responsible asset management. Count on our team to be professional, courteous, and attentive to tenants, while keeping property owners in the know through regular communications, updates, and in-depth reporting.



MILLIONS OF
SQUARE FEET
MANAGED

ACQUISITIONS & DISPOSITIONS

Your Strategic Partner

Expertise

Our professionals are involved in transacting real estate every day. They are keenly aware of who is actively buying and selling and what they are paying for real estate. Our clients know us as true partners. They value our 25+ years of experience, intimate market knowledge, long term relationships, comprehensive market valuation expertise, thorough analysis work, and our proven disposal and acquisition strategies. We are involved in buying and selling land, single tenant net lease properties, shopping centers, multi-family projects, office and industrial buildings, surplus property, etc. for a large client base.



Dispositions

We provide disposition services in primary, secondary and tertiary markets to retailers when they need to reposition locations or right size, to institutional and private investors, corporations, and land owners when they wish to rebalance their investments or dispose of certain assets or whole portfolios. We also assist financial institutions with selling their non-core assets.

Acquisitions

We continuously work with a variety of buyers, including investors, corporations, restaurants and retailers, and various other end-users who are actively involved in acquiring real estate. With our market knowledge, experience, opportunity recognition acumen, negotiating strategies, and comprehensive due diligence work we are able to provide clients financially rewarding investment opportunities that are in line with their goals and risk tolerance.

SPECIAL ASSET RESOLUTION

Broad Market Execution

Expertise

The volatility of real estate markets can put financial institutions in the undesirable position of requiring receivership services or being interim real estate owners. It takes initiative, market aptitude and proficiency in building and maintaining local and regional marketplace relationships in order to reach a positive resolution when put in this often tenuous position. For this real estate expertise, efficient short-term management and to maximize the disposition value of these assets, financial institutions and courts turn to Hogan Real Estate. We understand our REO clients' special timing needs and we know how to maximize the value of their assets in this context.

Proven Execution

Receivership and financial institution owned special assets vary widely in profile. Disposing of these unique assets requires experienced real estate professionals with a comprehensive knowledge of the REO process, and the ever-changing real estate markets at both the local and national level. Hogan Real Estate is the preferred real estate partner of many financial institutions and has worked with local courts as receiver when it comes to dealing with this class of assets. We provide asset valuation analysis, transition often-neglected properties to saleable condition, handle short-term management of the asset, lease-up vacancies, and execute the ultimate disposition for these assets.



ADVISORY SERVICES

Expert Knowledge

Expertise

For nearly three decades, we have worked the intricacies of commercial real estate and in the process have built expert real estate know-how. Trusts, financial institutions, investors, retailers, corporations, the courts, etc. have consulted with Hogan Real Estate and our trusted real estate professionals for advice, guidance, and ongoing real estate services. Our experience and expertise developed over the years combined with our knowledge of today's market allows us to quickly understand challenges and opportunities and develop achievable solutions for clients.

Solutions

Whether clients need assistance with a feasibility study, due diligence work, the development of a strategic plan for a single property or an entire real estate portfolio, or desire to subscribe to portions or the full complement of Hogan's expert asset management platform, our professionals deliver the same straightforward approach. We are results-oriented and our understanding of how to get it done in our industry and focus on executable action plans is unparalleled.

