REAL ESTATE SERVICES

The Corient Real Estate Services Team has in-depth knowledge of—and experience in—construction management (new projects and renovations), project management, financial management, and property management. Our goal is to help ensure successful project execution, risk minimization and value maximization.

We combine our experience to help with all aspects of real estate, financial and project management.

Project Management

Owner's Rep/Project Management Services

- Provide objective advice that draws on extensive construction experience
- Review project goals and objectives with Owner, including schedule and cost
- Prepare a project schedule, budget, and establish appropriate project governance
- Assist and/or manage the procurement of design professionals, general contractors and project insurance providers
- Coordinate initial project approvals and permits
- Maintain a detailed cost report to track financial status of the project
- Manage the change management process including budget and contract changes
- Monitor progress and provide status reporting for schedule, budget and material issues
- Manage the commissioning process to ensure all systems have been installed and are operating effectively
- Manage an appropriate turnover process and assist development of ongoing maintenance program
- Monitor the timely delivery of as-built drawings, compliance certificates, guarantees, warranties, manuals and training on completion of the project
- Organize final close-out of the general contractor, consultant and specialty contracts

Property Management

Property Management

- Implement appropriate governance and cost controls
- Prepare annual budgets, monitoring expenses and generating property specific reporting
- Coordinate with household staff or managing tenants
- Serve as liaison to board of directors or homeowners' association
- Coordinate with property manager and/or real estate broker for rental property activities such inspections, repairs, and payment/return of security deposit
- Document property details and standard operating procedures in EstateSpace or create hard copy estate manuals

Transaction Support

- Conduct market research and evaluating opportunities
- Supervise due diligence on target properties
- Coordinate all professional service providers including brokers, lawyers and inspectors
- Negotiate contracts and financing, managing documents, and driving execution
- Develop budgets and cash flow projections
- Design and implementing financial controls and operational processes
- Assess project risks, and devising an insurance program and other mitigation options
- Work directly with real estate brokers, banks, and attorneys on purchase and sale of homes
- Work with the financial institutions to assist the client with executing a loan/refinance

Real Estate Consulting

- Access a network of local experts and sector specialists
- Model a range of financial and operational scenarios
- Review or propose deal structuring
- Conduct due diligence up front and monitor properties

Corient At-a-Glance

Corient is one of the largest integrated fee-only RIAs in the United States. Our partnership model was designed to foster professional collaboration and a relentless focus on client excellence. As fiduciaries, we put our clients first and at the center of everything we do. And as a firm, we focus on exceeding expectations, simplifying lives and establishing lasting legacies.