

GREYSTONE

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REAL ESTATE ADVISORS

Greystone Real Estate Advisors - Affordable Housing specializes in both Section 8 and Low Income Housing Tax Credit properties. We have extensive experience in underwriting and assessing these types of properties from every perspective, allowing us to maximize the return on your investment.

Our team has 65+ years of combined affordable housing experience and has successfully sold more than 250 properties, totaling 55,000+ units and \$3+ billion, in over 35 states.

STRATEGY



Team of industry experts provide clients with a seamless continuum of Affordable Housing Solutions

Get involved early to provide clients with a wide range of alternatives both known and unrealized



Deep dive analysis into the asset to ensure clients make the best informed decision

Recommend and present solutions that fit the needs and objectives of our clients





\$3B+

Transaction Volume



250+

Properties Sold



55,000+

Units Sold



35

States Transacted

INVESTMENT SALES

AREAS OF SPECIALTY

PRIMARY SERVICES PROVIDED

- Asset Disposition and Marketing Advisory
- Broker Opinion of Value (BOV) Analysis
- Asset Repositioning and Feasibility Analysis
- Partnership Structure Review / Capital Account Analysis

LOW INCOME HOUSING TAX CREDIT (LIHTC)

- ✓ 9% LIHTC and 4% LIHTC and TEB Expertise
- ✓ State Tax Credit Integration (where available)
- ✓ Qualified Contract Expertise

PROJECT-BASED SECTION 8 PROGRAM

- ✓ Mark-Up-to-Market Rent Increases
- ✓ Rent Comparability Study Optimization
- ✓ Section 236 and Section 202 Recapitalization
- ✓ Section 8 Renewal Option Advisory Services
- ✓ Pre- to Post-MAHRA HAP Contract Conversions
- ✓ Full Mark-to-Market Restructuring

CONTACTS

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