

Eden Housing, Inc. Partners With The Ivy Group to Assist With Negotiations & Land Purchase for Development

“We appreciate your courtesy and cooperation in this transaction, and look forward to future opportunities.” ~ Linda Mandolini, Executive Director, Eden Housing, Inc.

CASE STUDY OVERVIEW

The Challenge: Select appropriate site suitable for development of affordable housing within the City of Fremont that adheres to the Housing Element and Community Character Element of the General Plan.

The Strategy: The strategy utilized includes demonstrate of:

- Identification of potential sites, and site control of the selected property through execution of a purchase agreement.
- Knowledge of social service providers and its competitors.
- Site amenities scoring.
- Analysis, evaluation and rating of sites based on criteria such as current site use, infrastructure and environmental constraints, and realistic development potential.

The Solution: Complete appraisal, perform due diligence analysis, negotiate price and initiate escrow to secure the property until the anticipated date of purchase via release of funds from the Redevelopment Agency.

The Results: Project canceled because the City of Fremont and the Redevelopment Agency awarded the \$7.9M funds to an affordable housing developer.



ABOUT THE IVY GROUP

ACQUISITION | DISPOSITION | LEASING | MANAGEMENT | VALUE-ADDED SERVICES

The Ivy Group, headquartered in Fremont, CA, is the leading commercial and investment real estate firm with expertise in consulting, brokerage and technology solutions. We advise clients in the areas of acquisition, disposition, leasing, partnership formations, portfolio/asset management and value-added services. The Ivy Group offers best-in-class solutions by leveraging innovative process, technology and market conditions to tactically identify the best return on investments. We specialize in office, retail, medical, multi-family, hotel/motel, industrial warehouse, self storage and vacant land. By offering a wide range of comprehensive professional expertise including buyer/seller negotiations, landlord/tenant representations, portfolio management, site selection, investment analysis, strategic consulting and risk management, we help clients balance long-term strategies with short-term expediency to create, grow and maintain value.

The Ivy Group is a privately owned commercial real estate firm with a goal to transform real estate into a competitive advantage. Recognizing clients need for real estate counseling, The Ivy Group created innovative methods to utilize knowledge, experience and technology to deliver customized solutions to enterprises, businesses and property owners. In 2001, The Ivy Group was formed to serve its clients by providing an integrated source of capability for all commercial and investment real estate needs.