



Marcus & Millichap

THE KRISTOL GROUP



A Premier Multifamily Brokerage and Advisory Team Dedicated to Client Results



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THE KRISTOL GROUP

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To view the Kristol Group Website
Scan code with camera



MISSION STATEMENT

Our mission is to help our clients create and preserve wealth by providing the best real estate sales, financing, research and advisory services available.

- Evan P. Kristol

REAL ESTATE ADVISORY SERVICES

The Kristol Group is a premier multifamily brokerage and advisory team with a focus on exclusively representing sellers and buyers in the valuation, marketing, disposition and acquisition of multifamily properties. The Kristol Group has a specific geographic focus and expertise in South Florida, although it has handled the marketing and disposition of multifamily communities throughout the southeastern United States. Previous assignments range in size from six units to over two thousand units in A, B and C quality assets. The Kristol Group's diverse team of top producing, industry veterans, and rising real estate professionals allows it to give the same care, attention to detail, and expertise to assignments of all sizes and asset classes.

The Kristol Group combines the best of its experience and expertise with Marcus & Millichap's industry-leading research, capital markets, and unparalleled relationships to ensure the best possible outcome for each and every assignment. Clients achieve their investment objectives through our national platform with access to the most comprehensive pool of institutional, private and hybrid investors. Their group of financial, transaction and marketing experts ensure that the highest level of investment services are provided to each client.

The Kristol Group also has the unique advantage of affiliation with Institutional Property Advisors, Marcus & Millichap's exclusive Institutional division, allowing the team to offer its clients access to acquisition opportunities of all classes, specialized disposition services for assets of institutional quality, as well as institutional level research and advisory services.

For each new assignment, The Kristol Group assembles a team of the best suited multifamily specialists based on the specific objectives of the client. Asset size and location, likely buyer profile, and client objectives are considered in the design of a customized marketing plan for each property to maximize exposure to the target market while being mindful of confidentiality and other client needs.

CLIENT SERVICES

The Kristol Group and their skilled team of real estate professionals and support staff provide the full spectrum of services for multifamily investment sales in Florida. Their clients benefit from extensive up-to-date market knowledge, market-leading underwriting, unmatched transaction expertise, access to the most competitive debt and equity, and meticulous hands-on involvement with every aspect of every transaction.

Portfolio Analysis & Investment Strategy

Assist in the Development of Investment Strategies to Obtain Optimal Short and Long Term Goals

Assistance in Positioning of Assets Within Current and Future Market Conditions

Asset Underwriting

Provide Real-Time Asset Valuations for Individual Assets and Portfolios



Capital Markets

Access to the Most Aggressive Debt and Equity Financing Through Marcus & Millichap Capital Corporation

Market Research

Local, Regional and National Market Data Including Specific Submarket Sales and Trends

Research Briefs

Access to Investment Forecasts and Reports Through Marcus & Millichap Research Services

CLIENT SERVICES

The Kristol Group specializes in client-centered marketing, transaction management, and short-and long-term advisory services. They work closely with each client to ascertain their immediate and long-range goals that meet and exceed clients' expectations. They also believe that a thorough understanding of an asset and its competitive position within the market is critical to executing the sale at the highest price with the greatest profitability.

Dispositions

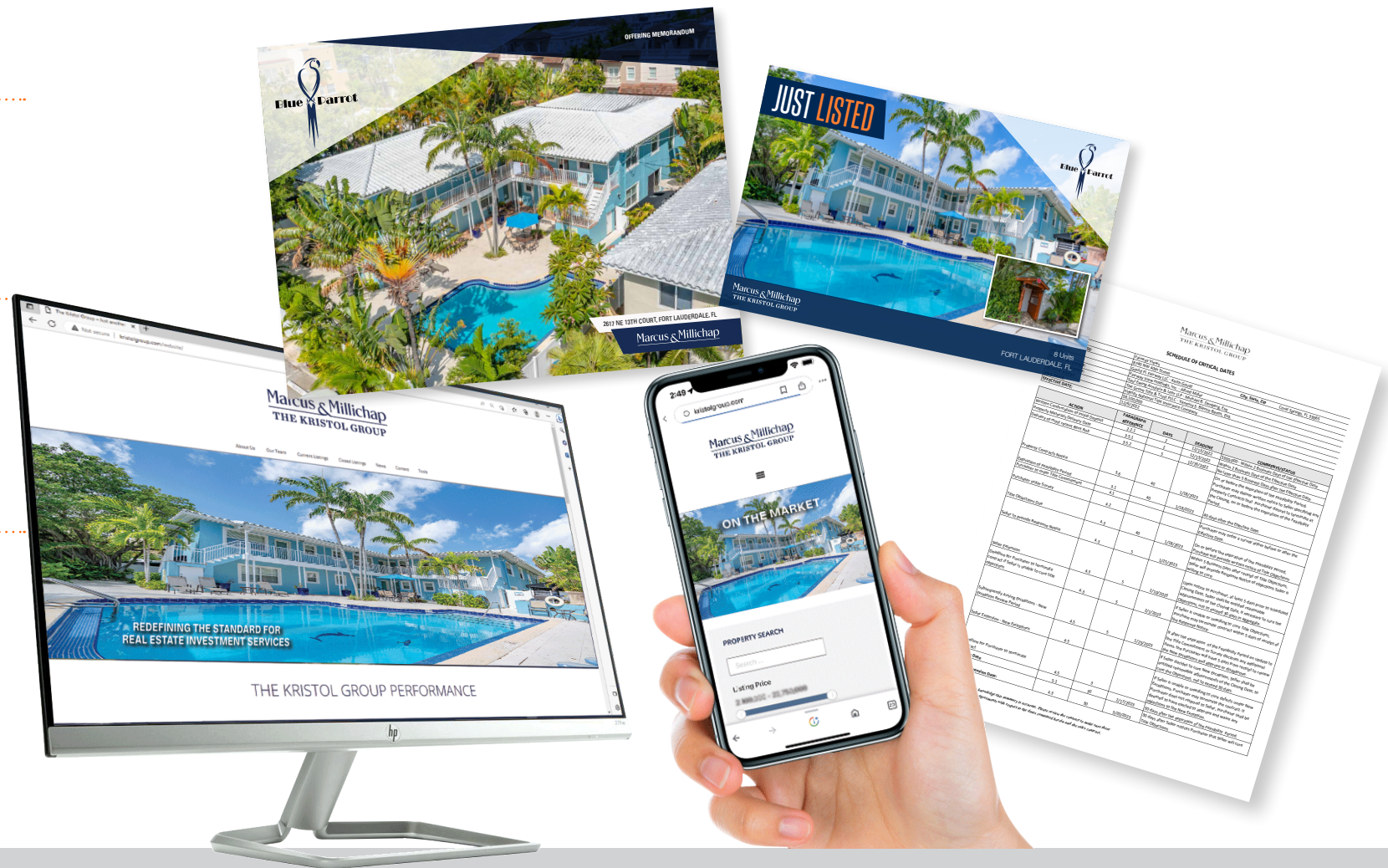
Assist in the Positioning,
Packaging, Marketing and
Sale of Assets

Acquisitions

Assist in Locating,
Underwriting
and Acquiring Assets

Transaction Management

Manage the Transaction
Process from Contract,
Through Due Diligence,
to Closing



SUPERIOR RESULTS

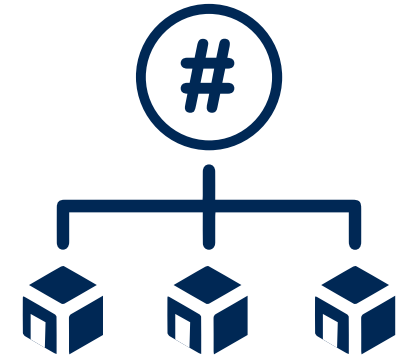
With a collective track record of over seventy-five years in the business, The Kristol Group has successfully marketed and sold in excess of \$6.8 billion and 92,000 multifamily units in over 1,260 transactions. The team offers the most thorough knowledge and overall experience in underwriting, valuation, and marketing of multifamily assets in the nation. All senior team members of the Kristol Group are consistently recognized as top performers in the industry by Marcus & Millichap. Their expertise on, and analysis of the Florida multifamily market is regularly cited by leading local, regional, national and trade publications and organizations. This unrivaled transactional experience gives The Kristol Group a tremendous advantage in its ability to anticipate and overcome potential objections, streamline the marketing process, create the highest level of momentum and urgency, and successfully manage each transaction to closing at the highest price possible in the shortest time frame. This advantage is demonstrated through their results.



1,260 +
Total Transactions*



\$6.8B +
Total Sales*



92,000 +
Total Units*

*Through calendar year 2023.

The Kristol Group is supported by a talented team of marketing specialists, analysts, transaction managers and support staff who possess an additional fifty years of transactional real estate experience and contribute to the successful performance of the Group.

LEVERAGING A **NATIONWIDE NETWORK**

Moving Capital
Maximizing Value

The Kristol Group leverages Marcus & Millichap's nationwide network of offices and investment professionals to expose properties to the largest possible pool of qualified investors. The Kristol Group has an unwavering dedication to each client's short and long-term objectives. They have committed to developing a long-term strategy with each private and institutional client.



Maximizing Coverage with over 80 Offices Throughout the U.S. & Canada

With our collaborative culture, cutting-edge technology and proven methodology, we efficiently match buyers and sellers both regionally and nationally to maximize your success.

Maximizing Results through over 12,272
transactions and \$86.3 billion in total sales volume
for calendar year 2022

MARCUS & MILLICHAP CAPITAL CORPORATION

The Kristol Group provides its clients with a fully integrated, dedicated financing arm through Marcus & Millichap Capital Corporation which is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

The Kristol Group works directly with MMCC and its dedicated, knowledgeable experts who understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of their clients as well as to leverage its prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac and HUD to provide its clients with the greatest range of financing options.



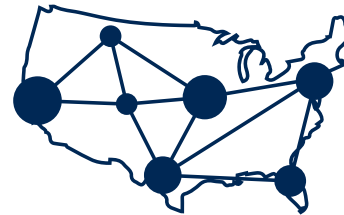
CLOSED 2,143

Debt and Equity
Financings in 2022



ACCESS TO MORE

Capital Sources Than Any
Other Firm in the Industry



\$12.82B

Total National
Volume in 2022



NATIONAL PLATFORM

Operating Within
the Firm's
Brokerage Offices

UNPARALLELED MARKETING PLATFORM

The Kristol Group accesses investors nationwide and overseas by leveraging Marcus & Millichap's unparalleled marketing platform and the industry's largest database of qualified investors. By leveraging the firm's over 2,000 professionals, they are able to migrate billions in capital to Florida from all areas of the country and abroad.

Moving Capital. Making Markets. Five-Year Inbound Florida Capital Migration



43%

Of Buyers Were From
Outside Florida



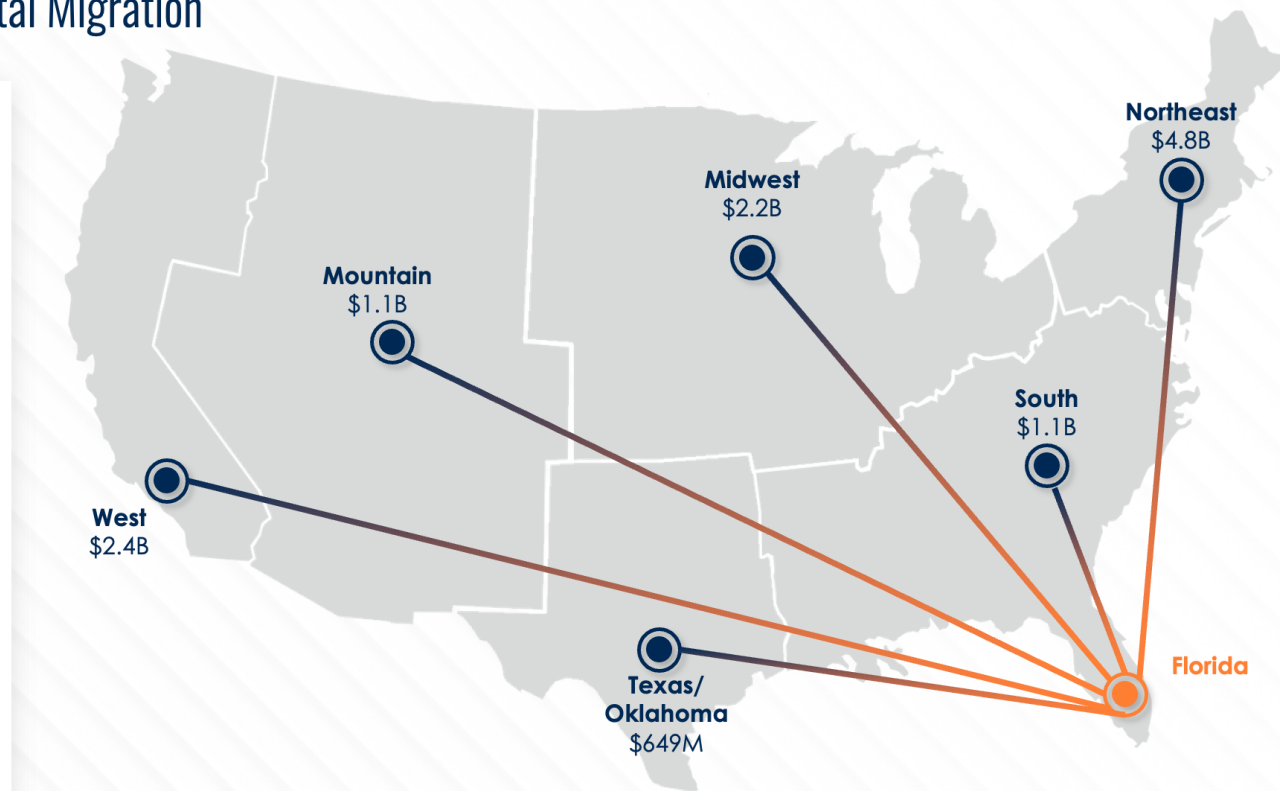
3,848

Total Closings in
Florida



\$12.2B

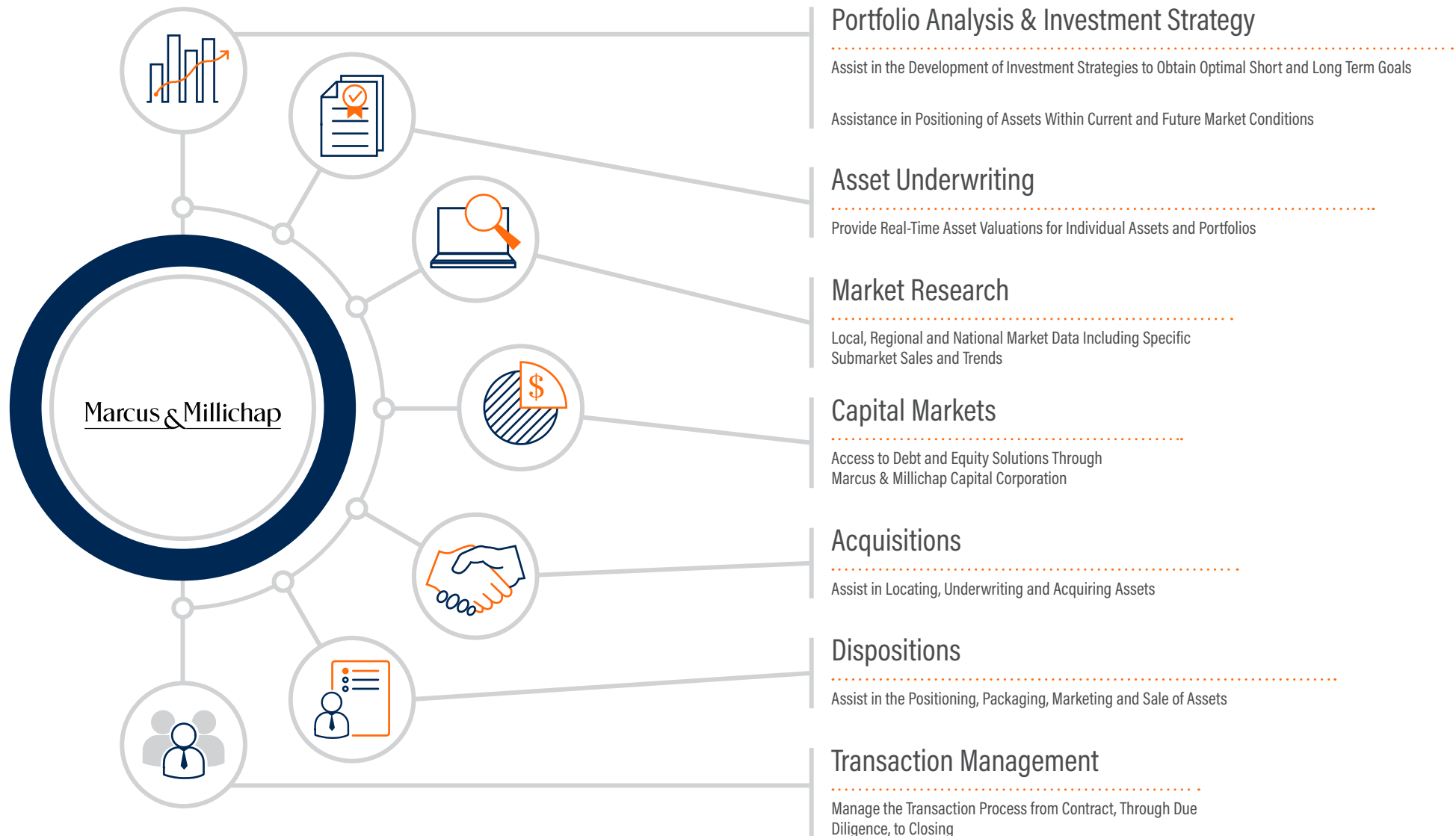
Total Volume Going
Into Florida



Marcus & Millichap
2022 Capital Migration Helping
Florida Owners Access \$12.2 Billion

Sources: Marcus & Millichap Research Services, MNet

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For more details visit
www.KristolGroup.com



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