



The Concourse Group

The Concourse Group, LLC is a nationally recognized consulting firm that has a 13-year history of successful work in real estate consulting, finance and development.

We are experienced in providing real estate and financial advisory services on both commercial and affordable residential real estate projects and our efforts have resulted in over \$3 billion worth of successful development projects. This includes consulting on developments that total over 9,000 affordable housing units and 12 million square feet of office and mixed-use space across 32 states.

Our staff and principals include a former Wall Street underwriter, a former state housing finance agency employee, as well as developers and financial analysts, who have executed complex financing structures and consulted on projects throughout the country.

Concourse staff having managed the due diligence, finance and development process; underwritten loans for multiple affordable housing developments; acted as a liaison between state housing finance agencies and the bond underwriters; coordinated rating agency presentations; assisted the underwriters in their due diligence activities; obtained HUD approvals and Section 8 commitments; prepared debt RFPs and hosted debt competitions; and prepared development budgets, financial projections, and investment analyses to secure bond financing.



Concourse provides a wide range of services for its clients including the following:

- DEVELOPMENT CONSULTING / DUE DILIGENCE
- FINANCING RECOMMENDATIONS
- RENTAL ASSISTANCE DEMONSTRATION (RAD) SUPPORT
- ANALYSIS OF CURRENT CAPITAL MARKET CONDITIONS
- DEVELOPMENT OF FINANCIAL MODELS
- PREPARATION FOR RATING AGENCIES PRESENTATIONS
- DEBT RFP CREATION
- DEBT PROPOSAL EVALUATION
- CREDIT ANALYSIS
- PRIVATE PLACEMENT ANALYSIS
- FACILITATE DIALOGUE WITH FEDERAL DEPARTMENTS AND AGENCIES
- PUBLIC-PRIVATE PARTNERSHIPS CONSULTING
- ENHANCED USE LEASES CONSULTING
- ENERGY ANALYSIS



With offices in Annapolis, Maryland and Washington DC, The Concourse Group has strong ties with federal agencies and departments that provide loan guarantees, grants, and subsidies, for affordable housing development.



Concourse's prior consulting assignments on over \$3 billion worth of successful development has well prepared us for this engagement with your Housing Authority. Our background performing as real estate, financial, and development advisor for affordable residential and commercial developments for public and private sector clients and our experience with state housing finance agencies and public housing authorities, collectively gives us the depth of expertise necessary to deliver a superior level of service.



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