Alum Rock Union School District
Assessment/Analysis

presented by

Terra Realty Advisors, Inc.

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Who is Terra Realty Advisors?

- Terra Realty Advisors, Inc. is a California-based real estate firm with over 40 years of experience assisting public and private clients with their strategic real estate needs. We specialize in:
- Asset management for public school districts in California
- Asset management for cities & counties in California
- Developing public agency buildings
- Property acquisitions, sales, and exchanges, as an owner's representative
- Real estate due diligence, including title analysis, land issues, and building assessments
- Eminent domain, acting as lead negotiator and expert witness; collaborating with attorneys, appraisers, and engineers

We assist our clients in making good, "defensible decisions", and deliver creative, market-driven solutions that meet their goals, to ensure the best possible return on their real property assets.

What is a Real Estate Consultant?

- A Real Estate Consultant provides advice and guidance which can significantly affect real estate decisions.
- A Real Estate Consultant works without personal bias and/or conflict of interest.
- A Real Estate Consultant is well positioned to access knowledge from networks and collaborations with real estate professionals to advance the client's goals.



What is a Real Estate Broker?

- Brokers are a good source of comparables in the marketplace.
- Brokers provide a marketing service, connecting buyers and sellers of real estate.
- Brokers are typically paid when a transaction is consummated.



Consultant vs. Broker

A consultant…

- provides advice, due diligence, project management, title review, negotiations and entitlements
- compensated based upon expertise, time and task
- works with the client to create a needs analysis and offers strategies and solutions
- understands current market conditions, trends, best practices and relevant context for optimized property use and value
- delivers quality, objective, and informative advice to assist clients in making knowledgeable, efficient and effective decisions

A broker…

- provides a fixed service: matching buyers with sellers
- is a third party to negotiations between the principals
- is compensated by commission, only if a transaction is consummated



Typical Scope of Work
Initial Due Diligence + Assessment/Analysis

Due diligence field trip – visit all District sites
Title Analysis
Zoning/General Plan, City of San Jose
Comps: Development Value Assessment
Comps: Lease rates – Commercial Value Assessment
Demographic Impact Analysis
Traffic impacts
Current lease review – as applicable
Current local developments – status with the City of San Jose
Development process with the City of San Jose (PQP land use)
Identify potential developers/users for District sites
Exchange Assessment and options for Board consideration
Ground Lease Assessment and options for Board consideration.

Deliverables to ARUSD

- Assessment / Asset Management ideas and recommendations for Board consideration.
- Values and methodologies to turn an asset into an unrestricted cash flow (without "selling" the property.) ***From vacant to vibrancy!***
- Options to consider for exchange properties, with economic returns to the District for Board consideration.
- Options for Ground lease properties, with economic returns to the District for Board consideration.
- Assist the District with community-based meetings to educate and inform your constituents on the goals and objectives of the District, to better position the property while addressing the needs of the community.

Questions

