



An aerial night photograph of the New York City skyline. The Empire State Building is prominent on the left, and the Freedom Tower is visible in the distance. The city is densely packed with illuminated skyscrapers, and the lights of the city reflect on the water in the background. A semi-transparent white box with a dark border is overlaid on the lower right portion of the image, containing a quote and the name Norman Sturner.

“ The foundation of MHP’s success has always been **wisdom**. Knowing what to do, as well as what not to do, has enabled us to build a superior track record and an exceptional reputation. Our clients and partners rely on us to consistently deliver innovative solutions to some of the most complex real estate challenges. ”

-Norman Sturner, Chairman

OUR COMPANY

Founded more than four decades ago in the heart of Manhattan, MHP Real Estate Services has evolved from a boutique owner/manager of commercial properties into a globally respected industry leader. Everyday, MHP, in its strategic partnership with Banyan Street Capital, provides invaluable guidance to tenants, landlords and investors in navigating New York's new reality: increasingly complex space challenges, intensely competitive investment markets and opportunities, evolving workplace trends in the new economy, and the ever-growing impact of technology on real estate. From institutional investors to startups and entrepreneurs, the global real estate world requires a perspective forged by time-tested experience with an eye towards forward-thinking and innovation. Our clients rely on us to see every angle of a project, providing customized strategies with comprehensive, best in class service.

Since inception, MHP's transactions have totaled in excess of \$12 billion, encompassing more than 150 iconic New York City properties. Today, MHP owns and manages millions of square feet of diversified commercial real estate properties on behalf of its fund investors, property owners, and corporate occupiers.



OUR PARTNER

Founded in 2012, Banyan Street Capital is a real estate investment firm specializing in both equity and debt investment opportunities throughout the Mid-Atlantic and Northeast regions of the United States. Based in Miami, Florida, Banyan Street united with MHP in a joint venture partnership in 2018 to form one of the largest privately held owners and operators of commercial real estate properties in the country. The combination rounds out Banyan Street's East Coast footprint and provides the firms with the broader capabilities and resources to execute on opportunities on behalf of their respective clients, investors and partners. Their combined owned and managed assets consist of over 15 million sq. ft. in the Eastern region of the United States with an aggregate value in excess of \$3 billion.

BANYAN STREET
CAPITAL

For more on Banyan Street Capital, visit: BanyanStreet.com



“ From capital projects to daily operations, adding value to an asset demands non-stop innovation. For MHP, this means more than proficiency; **it means always being a step ahead of the competition.** ”

-David Sturner
President & CEO

ACQUISITION/ DISPOSITION



MHP Real Estate Services advises investors looking to gain a foothold in the real estate office market, or helps them diversify their assets and portfolios, backing our recommendations with proprietary statistical research and tailored transaction solutions.

Here's how:

MHP identifies and scrutinizes every possible consideration: due diligence, land use, zoning, entitlement, air rights, government requirements, documentation, title, engineering studies and environmental concerns.

All of our clients receive:

- Access to our extensive database of buyers, sellers and capital market players
- Individually tailored action plans to meet your long-term investment objectives
- Comprehensive financial consulting on underwriting, debt, mezzanine financing, loans, recapitalization, joint ventures, equity and more
- Detailed action plans to meet your long-term objectives



CASE STUDY

530 FIFTH AVENUE

CHALLENGE: Achieve above-market returns on the purchase and sale of an asset within a limited hold period.

SOLUTION: MHP acquired 530 Fifth in 2012, recognizing the value-add potential of both the physical property and its location in a burgeoning corridor of Fifth Avenue.

RESULT: After implementing a \$39M capital plan and retail repositioning, MHP sold the property two years after acquisition, achieving nearly \$200M in sale proceeds.

PROJECT MANAGEMENT

MHP's best in class Project Management team directly oversees all aspects of any given project for both tenants and building owners. Whether it is a construction project - from base building application to tenant improvements - or the evaluation of a potential acquisition; MHP manages the entire process seamlessly with full transparency at every level, delivering superior results.

Our aim is to help build the client's project team, provide unmatched quality control, and strengthen the project by maintaining team efficiency and cooperation. We deliver management solutions for all stages of a project, from pre-construction and permitting to document review, field surveys, payment administration and punch list completion, including all governmental and regulatory approvals. Our proprietary project management system provides:

- Customized strategic planning/consulting that minimizes expenses and increases efficiency and effectiveness via MHP's carefully crafted project management system
- Representation of client's best interests throughout the duration of any given project, including cost, budget and quality management
- Comprehensive construction management, controlling all project details from budgeting, pre-construction preparation, permitting, scheduling, progress reports, punch lists and sign-off procedures, all viewed through the lens of stringent expense, schedule and quality controls

As part of delivering superior results, MHP's clients gain a unique added value with an additional leveling process at the end of bid evaluation. This MHP process strips out any remaining padding from the most competitive bids, without impacting the incentive and ability of the contractors to perform the scope of work to the highest standards. The benefits that clients derive from MHP's process distinguishes our professionals from competitive project management offerings and solidifies our best in class reputation.



CASE STUDY 180 MAIDEN LANE

CHALLENGE: Enhance and complete the stalled redevelopment plan of previous owner on a highly-expedited project schedule.

SOLUTION: The MHP Project and Asset Management teams implemented a \$50M capital plan on a stringently-managed, phased renovation timeline.

RESULT: Transformative renovation plan of base building and amenities completed ahead of schedule and on budget.

COMPLETED MHP REDEVELOPMENT PLAN



BEFORE REDEVELOPMENT

ASSET MANAGEMENT

We're owners too, so understanding performance and cost management is one of MHP's key strengths. Our best-in-class management team approaches every task from a landlord's perspective, from an individual tenant space to a global portfolio. We oversee and manage day-to-day operations, incorporating the very highest standards, providing time-tested insight and added value to meet and exceed desired financial performance standards.

Our asset management team specializes in:

- Reporting For All Financial/Accounting Concerns
- Management of Vendor and Contract Issues
- Compliance With Leases And Governmental Regulations
- Due Diligence Cooperation
- Sustainability Issues, Compliance and Innovation



CASE STUDY 1250 BROADWAY

CHALLENGE: Develop and implement an ambitious value-add strategy to enhance leasing efforts and asset value in an unusable top-floor space with no windows.

SOLUTION: MHP pursued an ambitious capital plan that opened up the space to sunlight and views via 82 new 16-foot windows, and secured a top-tier tenant for the space immediately.

RESULT: The high-profile lease of an upscale restaurant exceeded expected asset performance underwriting, and added significant value in preparation for asset disposition.



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