



**How to Contact**  
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Telephone: 954-581-9000  
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E-mail: [info@thespeargroup.com](mailto:info@thespeargroup.com)

### **Services Overview**

With our broad base of experience and widespread connections with industry organizations and governmental agencies, our principals can easily access a far-reaching range of goods and services necessary to complete each project to the highest standards

### **Experience Matters**

**DUE DILIGENCE AND FEASIBILITY ANALYSIS FOR PROPERTY OR LAND PURCHASE** Our organization is highly experienced in providing due diligence and feasibility analysis, especially for the distinct needs of Condominium projects. With our extensive experience as realtors and licensed general contractors, we are also well qualified to provide thorough property inspection reports, noting existing problems and anticipating any to come in the future.

**ASSET MANAGEMENT** We look at underperforming and distressed assets and analyze which strategies will work to return the greatest financial gain by restoring, adding value or repositioning property. We have actively managed several affordable housing developments as well as rehabbed several developments. We have handled several tax credit properties and have experience with numerous government assisted programs. We have all the tools needed to manage properties indefinitely or until further asset disposition. As accredited and experienced property managers we are very resourceful and inventive in managing property and supplying our clients with full accountability. We employ the Yardi Voyager™ software. This software is a fully-integrated, browser-based, enterprise management system designed specifically for property owners, managers and investors in global real estate markets.



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## **SERVICES Distressed Properties**

The Spear Group offers a team of professionals with years of experience in the local South Florida Marketplace who know how to position a project for maximum profitability. We work with clients to develop an initial working game plan to successful sellout strategies. We have legal, funding and construction sources available to meet our client's goals.

- Bulk sales, Workouts, Joint Ventures
- REO and Loss Mitigation specialists
- Condominium and Homeowner Association expertise
- Physical property analysis(cost to repair /enhance or leave as is)
- General Contractor for Construction build outs/ Project management
- Project Reporting
- Property management specialists as accredited by AMO(Accredited Management Association)
- Repositioning experts • Acquisition & due diligence
- Development and entitlement process
- Commercial Broker network
- Nationwide REO and MLS broker networks
- Receivership

## **Our Mission**

To provide independent, third-party analysis, stabilization, preservation and/or disposition of at-risk commercial and residential real estate projects for lenders, owners and investors. We strive to enhance each project's value and create profit for our clients by leveraging our extensive experience, professionalism and integrity. And throughout our organization, we are accessible, resourceful and thorough in dealing with the real estate issues caused by these uncertain economic times.



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## **SERVICES Remodeling and Residential Design/Build**

Are you looking for an award winning professional contractor with 33 years of experience that will take the headaches and stress out of your remodeling project? Concept to completion we make your dreams a reality.

### **DUE DILIGENCE AND FEASIBILITY ANALYSIS FOR PROPERTY OR LAND PURCHASE**

The Spear Group specializes in design-build and construction management projects. This relationship gets the project done in the fastest manner with the least amount of hassles to the homeowner. It also enables the homeowner to realize the highest quality construction with the most efficient cost and best value. We can include "Green Building" practices into your remodeling project.

### **WHY THE SPEAR GROUP**

The Spear Group has been awarded "Builder of The Year" on two occasions. The Spear Group, family owned and operated, has been building and remodeling homes for 33 years. Award winning contractors that always place our customers satisfaction first. Reputation for quality construction, excellent value customer service, reliability and integrity.

## **Property Entitlements**

Thanks to our extensive governmental background, we are skilled in maneuvering through the complicated process of obtaining required zoning and permitting approvals from various regulatory and environmental agencies including the drainage districts, the Florida Department of Transportation and The Army Corps of Engineers.



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### **SERVICES Marketing, Leasing & Sales**

Our company has successfully marketed properties for over 30 years, giving us significant expertise in identifying target markets and tailoring our advertising efforts and resources to each one. The Spear Group's experienced, professional sales staff handles every aspect of property leasing and sales. Our staff is continually reeducating themselves in the latest sales techniques, technologies and tools to stay on the cutting edge. They are keenly attuned to studying any shifts in the marketplace and that could effect the disposition of a project.

Our company has successfully marketed and advertised properties for over 30 years, giving us significant expertise in identifying target markets and tailoring our advertising efforts and resources to each one. The Spear Group's experienced, professional sales staff handles every aspect of property leasing and sales. Our staff is continually reeducating themselves in the latest sales techniques, technologies and tools to stay on the cutting edge. They are keenly attuned to studying any shifts in the marketplace and that could effect the disposition of a project

- Analysis of competitive product (pros & cons) Analysis of the target market for product
- Product design analysis
- Pricing Strategies for effective sellout
- Budget for cost effective Advertising and Promotional Campaign
- Theme & Brand Development for project

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- Development of advertising and collateral material and strategic media buys
- Sales office design and implementation
- Site and Sales office signage
- Website Development Internet positioning including effective
- Blogging and free real estate listings
- Placement of no cost P.R. opportunities
- Broker incentives and marketing campaign
- Grand opening, Broker and VIP events
- Management Reporting on sales, traffic, media and demographics
- Knowledge on the most effective mix of units, amenities, design, options, upgrades
- Constant updates on competitor sales, programs and top sellers
- Loan assistance with preferred lenders and/or mortgage brokerage with persistent followup to insure buyers obtain loan approvals
- Ongoing Management and training of experienced sales staff to insure they are product specialists and top closers
- Contract Administration and follow up to coordinate a smooth process for buyer and seller
- Implementation of options and upgrade program
- Closing Specialists to assist in escrow, title, deposits and punch items for fast, easy closings
- Customer Service for walk-through, customer care and referral program