



Sapphire Consulting

—
INFORMATION SHEET

LAST UPDATED

—
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OUR SERVICES

01 UNDERWRITING & ANALYSIS

The bread and butter of Sapphire's work is providing in-depth underwriting and analysis to potential buyers and sellers of commercial real estate. While we work in all asset classes, Sapphire's roots and forte are in multifamily.

When you team up with Sapphire for a deal underwriting, you can expect two primary deliverables: (1) a multifunctional, robust 1-10 year proforma model and (2) a subjective written analysis from our analyst team.

THE MODEL

The Sapphire modeling platform has been utilized on over \$8Bn worth of total capitalized deal flow to date, and is quickly becoming a market standard in the underwriting space. Each deal model consolidates all available data gathered in the underwriting process, from historical operations data, to relevant market characteristics, to expected debt terms, to future capital improvement plans, and so on.

This data, along with reasonable future assumptions, are crafted into a well-iterated proforma that will demonstrate the deal's most likely return metrics, and cashflow expectations. The model is built with iteration in mind, and can continue to hone in on increasingly realistic numbers as more data is introduced, often from the seller over time.

THE WRITE-UP

The model represents the lion's share of the information needed for you to make a prudent buy/don't buy decision. However, things get even more powerful when combined with other Sapphire deliverable: the writeup.

Along with the model, our analyst team creates a thorough description of the asset, the deal as a whole, its strengths, areas of risk, and overall worth in context of your specific investment criteria. Acquisitions are rarely straight forward - with so many possible variables such as purchase price discounts, assumable debt, availability of additional revenue streams, and so on, the writeup gives you a yardstick for how we would approach the deal stemming from our years of experience as buyers.

PRICING & PLANS

THE GOAL

The goal of Sapphire Partners, from its initial founding, has always been to provide the skillsets of institutional quality analysts to small-to-medium sized owners of real estate. This vision impacts many areas of our business, and ensures that we keep our rates affordable and accessible to all. Our hourly rate has not changed in over 2 years.

A PLAN FOR ALL

----- A La Carte Options -----



HOURLY
\$95 USD/hour

----- Retainer Options -----



SUPPORT
\$90 USD/hour
20 hours/month



STANDARD
\$85 USD/hour
40 hours/month



FULL
\$80 USD/hour
60 hours/month

* A typical underwriting takes 2-4 hours

Our hourly rate is our standard - \$95/hour , no matter what type of work we're doing. No additional costs or hidden % fees. You can request hourly work at anytime, without any commitment. Hourly clients are billed at the end of any week that work was performed.

Our retainer plans are for clients that know they will need a certain amount of work done each month. Retainer clients are billed once at the beginning of each month, and are guaranteed 20, 40, or 60 hours of priority time depending on their plan. Hourly work is only taken once retainer clients' needs have been met. Retainer plans also get favorable volume pricing.

ABOUT US

OUR COMPANY

Sapphire Partners was founded in 2018 with the mission of enabling a new generation of real estate investors, owners, and developers to go into deals backed by the high quality human capital that had previously been reserved only for the biggest private equity firms.

Since our founding, we've consulted on more than \$8Bn worth of commercial real estate throughout North America, and continue to work in over 30 primary and secondary markets.

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