

# REIT 2 Strategic consultants

Ayan Sen

■ REIT shares are traded on major stock exchanges. This sets REITs apart from traditional real estate, most of which is privately owned.

***Diversified***  
***Resorts***  
***Industrial /Office***  
***Health care***  
***Retail***  
***Residential***

■ REITs are engaged in converting historic, dilapidated hotels to apartments, renovating Main Streets, and developing industrial warehouses in reclaimed "brownfields."

# REIT

- A voice for the publicly traded **real estate industry** with the **financial media** and the investment marketplace
- Numerous opportunities for REITs and publicly traded real estate companies to **network** among themselves and with a variety of **service providers** *in the real estate industry*

New York Stock  
Exchange - 155

REITs American  
Stock Exchange - 30

REITs NASDAQ  
National Market System - 13

# What is REIT activity

- **Information**
- One must know what is done by REITs
  - *In terms of projects*
    - Being done
    - new ventures
  - *In terms of assets details*

*through collection and creation of a data base*

*Posted by REITS*

# Service provider connection

- This site connects REITs information to current market facts
- Gives Market value of the REIT stocks

*Posted by REITS*

# Taxonomy of strategies

- Provides a set of available strategies
- one a can learn about case facts and choose from a set of
- Legal
- Financial
- Design

*Posted by consultants*

# Strategic consultants

- Gives a list of the consultants and their information with areas of specialization
- and **actually connects** to them for a fee for further details

*Posted by consultants*

# Information

- Facts about the particular REIT

Gives a list of option of  
development and strategic  
consultants

And connects them to and their  
web sites for further help

# The connection with their facts

- The consultants



McKinsey & Company

THE BOSTON CONSULTING GROUP