

# Denver Commercial Real Estate Services

Barrett Associates, Inc., was founded in 1994 in order to assist commercial real estate owners, end-users, developers, asset advisors, and municipalities with the repositioning and redevelopment of displaced real property facility assets.

Specializing in the repositioning and redevelopment of market challenged and stigmatized properties including functional & economic obsolescence, and environmental contamination (Brownfields).

Our commercial real estate services are outlined below and include: specialty property valuations, appraisal, highest & best use analyses, reuse feasibility studies, special use by review proceedings, redevelopment entitlement issues, excess & surplus property dispositions, auctioning, tenant demand forecasting, public relations, marketing, and expert witness testimony.

Partnering with our clients on a project team basis, we collectively strive to apply our intellectual commercial real estate expertise in devising and executing sophisticated and lucrative redevelopment strategies for complex and difficult commercial subject properties.

With a rich history of success in assisting clients with these specialized problems, Barrett Associates can assist you with any complex commercial real estate valuation, consulting, property disposition or brokerage needs.

Thank you for your interest in Barrett Associates, Inc.

The Barrett Associates Team:  
(click on name to review qualifications)

Kyle Cascioli MBA - Finance ~ Real Estate  
Michael Crean Ph. D.  
Andrew Mueller Ph. D. Candidate  
Ron Throupe Ph. D.  
Jeff Kelley, Esquire  
Dean Saitta, Ph. D.

## 1. Academic Research:

Need competent and qualified real estate research?

Barrett Associates offers qualified academic research from University of Denver real estate professors for and will co-author deliverables, white papers, market studies, and other quantifiable research with our clients.

Below please find some recent white paper on the commercial real estate debt crisis of 2008 that was published in the Journal of Real Estate Pension Fund Management in April of 2009.

Commercial Real Estate Debit Crisis of 2008 - PDF  
Repositioning the North Valley Center - PDF  
Yale School of Management - PDF

## 2. Acquisition Analytics:

Need competent and qualified commercial property acquisition assistance?

Barrett Associates offers complete and comprehensive acquisition and due diligence services on a confidential outsourcing basis.

Below please find some samples of our quality work for your review:

Pratt and Whitney - PDF

\* all sample work is dated to protect current client confidentiality

## 3. Brownfields Competencies:

Considering acquiring or otherwise Involved in an environmentally impaired property?

Our firm can help you evaluate environmental issues impacting real estate value, property reuse, and a host of other critical issues surrounding brownfields properties.

Below please find some samples of our quality work for your review:

Carlton Darling Homebush Bay Kaiser Steel Land Bank Pratt and Whitney Rowe and Whippany Brownfield Ne  
Expert Witness Letter

\* all sample work is dated to protect current client confidentiality

NY Times Dec. 1999 - PDF  
The Star Ledger (Industrial Tract SL) - PDF  
Chamber of Commerce - PDF  
Brownfields - PDF

Sacket's Harbor

Clean Up Former Sackets  
Oil Depot Future  
Northern New York

#### 4. Capital Markets:

Need assistance raising debt or equity?

Barrett Associates has helped companies raise money for developments and acquisitions.

We also have written strategy documents for global opportunity funds exceeding \$500,000,000 USD.

Below please find a sample of our quality work for your review:

U.S. Commercial Debt Markets Evolution & Dislocation

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#### 5. Cold Calling Management:

The firm has a rich and successful history in cold-calling, telephonics, and direct-market prospecting on behalf of commercial clients (landlords) with experience in office, industrial, and retail real estate.

Our direct-marketing services are comprehensive, sophisticated and successful. If there is a potential tenant active in the marketplace suitable to your property, Barrett Associates will find them!

Please select from a category below for more information and work samples:

Direct Marketing Prospect Tracking Testimonials

\* all sample work is dated to protect current client confidentiality

#### 6. Entitlement Services:

Barrett Associates has been involved in many controversial property development and redevelopment projects and has a proven track-record of succeeding in gaining government approvals for these projects.

Put our entitlement expertise and experience to work for your project.

Below please find some samples of our quality work for your review:

IREA Radiant Partners

\* all sample work is dated to protect current client confidentiality

#### 7. Leasehold Analytics:

Financial modeling is another one the firms areas of expertise.

Below please find some samples of our quality work for your review:

Financial Analysis - New Financial Analysis - Renew or Restructure

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#### 8. Marketing Brochures:

The firm takes great pride in our marketing insight and creative approach to marketing commercial properties and the commercial real estate companies that own them.

Each property has its interesting story, focus, and benefits. At Barrett Associates, we design marketing brochures that tell the property's story, intrigue, and resonate with prospective tenants and brokers.

Below please find some samples of our quality work for your review:

Land Bank Industrial Samples Office Samples Retail Samples Residential Samples

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#### 9. Portfolio Arbitrage:

Looking to simultaneously control real estate and arbitrage a portfolio.

Our firm has extensive experience in real estate portfolio arbitrage.

Below please find a sample of our quality work for your review:

Carlton

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#### 10. Reuse & Repositioning Analytics:

Barrett Associates was founded out of its empirical success in commercial property reuse, repositioning, and redevelopment.

For more detail on our commercial property reuse methodology, please review the case study below: Real Estate Reuse as Contemporary Urban Anthropology (PDF, File Size ~ 17MB)

We have pioneered many creative approaches and formulas to repositioning properties that have been emulated by other firms. Many of these properties were considered the most challenging in their respective markets.

Below please find some samples of our quality work for your review: North Valley

- Thornton Mall Conversion CREJ - PDF

- Shift to Office Industry - PDF

- Great Thornton Mall MHS - PDF

- Thornton Mall Facelift - PDF

- Greater Thornton Revitalizes - PDF Lakeside Center City Of Englewood City of Littleton Peachtree Pratt & Whitney

Quantum TriPointe\* all sample work is dated to protect current client confidentiality

#### 11. Request-For-Proposal (RFP) Services:

Need assistance responding to an RFP?

Our firm has extensive experience in responding to commercial RFP's in all commercial property segments.

Additionally, we take creative, innovative, and insightful approach to RFP's that resonate with clients. Whether a mainstream real estate need or specialized requirement, we can help you break-down the given RFP's real estate equation and present a proposal that is sure to impress your client.

Below please find some samples of our quality work for your review:

Quantum - Listing    Quantum - Tenant

\* all sample work is dated to protect current client confidentiality

#### 12. Tenant Representation:

Barrett Associates has represented office, retail, and industrial tenants successfully for over twenty (20) years.

Talk to us about how we can help your firm maximize its commercial real estate objectives and save money.