

BOXER PROPERTY MANAGEMENT

ACQUISITIONS & DISPOSITIONS

Boxer reviews a steady stream of submitted and sourced deals for office, hotel, retail, and loan assets using an in-house team split between USA and India. This team also prepares analyses, manages CRM data, and negotiates with third party brokers, sellers, and buyers.

BOXER PROPERTY®

ABOUT ACQUISITIONS & DISPOSITIONS

Boxer's in-house team evaluates and executes the purchase and sale of office, hotel, retail, and loan assets.

DEAL TRACKING

Using a robust CRM system, Boxer captures structured information about deals and offers.

DEAL PROSPECTING

Team members actively research listing sites, auctions, and other sources to find deals.

DUE DILIGENCE

Standard checklists for due diligence by asset class help internal resources cover all the bases.

OFFERS & NEGOTIATIONS

Formulate and communicate offers and counter-offers, and negotiate to close or withdrawal.

BROKER RELATIONS

Maintaining information about and relationships with the brokerage community is handled by this team.

ONBOARDING / HANDOFF

Post-transaction, the Acquisitions team helps transition to Asset and Property Management.

DISPOSITIONS

Selling properties includes preparing the asset, working with listing brokers, and managing to closing.

OVERVIEW

Boxer's Acquisitions & Dispositions team is globally integrated to rapidly process a large deal pipeline without overwhelming team members who deal directly with counterparties. Throughput, quality, and nimbleness are the dividends.



Having a team of analysts to handle initial profiling and analysis of deals frees up my time to focus on strategy and negotiation.

Andre Pereira
Director of Acquisitions



As the market changes, we can easily re-focus our research and due diligence machine on new investment theses and asset classes.

Jay Nowlin
Portfolio Manager

PREVIOUS EFFORTS

Before having international support, Boxer had continual trade-offs between factors like the number of deals reviewed, quality of analysis, and the cost of pursuit. Staffing up during active times was also difficult and slow.



Weaponize Deal Data with CRM Discipline

Properly profiling every incoming opportunity and capturing notes creates incredibly valuable enterprise data about market, comps, and a property's history. Boxer found success by moving this function to its international team.

WHAT SUCCESS LOOKS LIKE

A blended team works seamlessly together to manage the deal pipeline. Each group – domestic and international – handles part of the process. The team processes every deal with excellent information, rapidly responding to opportunities and changing market conditions. The US team has time to focus on relationships, strategy, and negotiations, while the overseas team can be re-directed to look at new property types and asset classes. Work is done overnight, with attention to detail.

BOXER PROPERTY MANAGEMENT ACQUISITIONS & DISPOSITIONS

6,500

ACQUISITION DEALS
TRACKED IN SYSTEM

2.5:1

INTERNATIONAL TO
LOCAL STAFF RATIO

1,500+

OFFERS
MADE

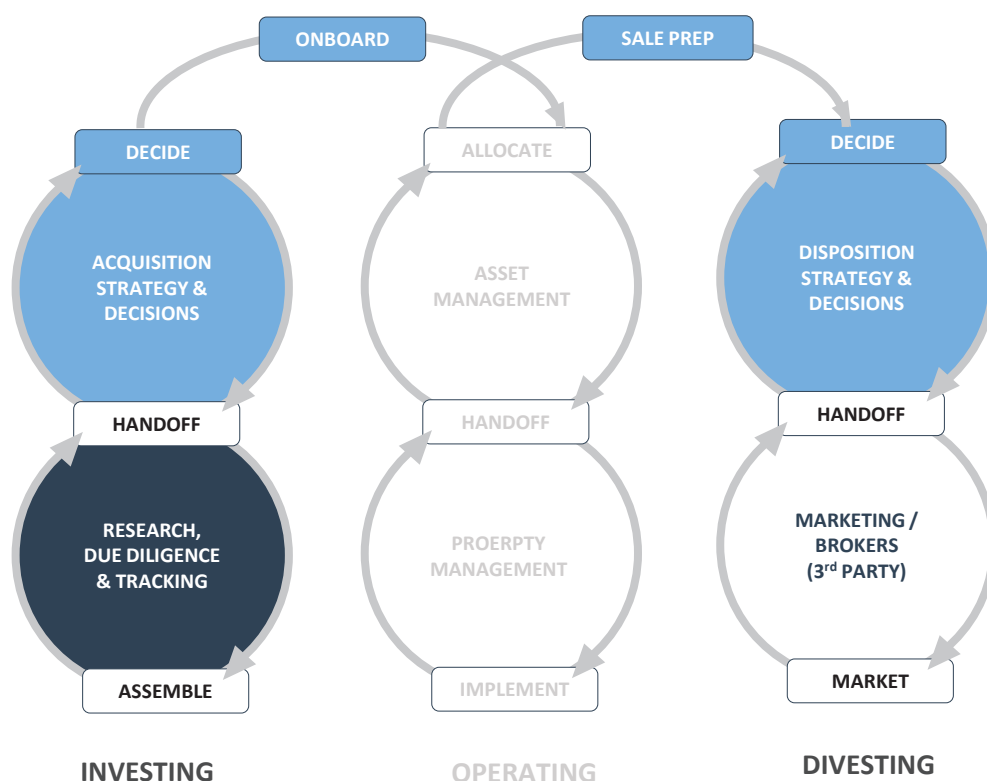
SPOTLIGHT: DIVISION OF LABOR IN ACQUISITIONS

This conceptual model illustrates the division of labor between local and overseas talent. The US team generally sets strategy, talks to counterparties, and makes decisions; the overseas team take on research and production.

The US-based team owns strategy and decision-making, also helping onboard new assets and preparing assets to sell.



The overseas team handles research, due diligence, initial modeling, and deal information tracking.



SPOTLIGHT: INCOMING VS SOURCED DEALS

International team members have different processes for deals submitted by brokers vs those sourced by research.

INCOMING DEAL PROCESS

- Common hopper for submissions
- Standard process for searching CRM
- Registering deal with submitting broker
- Profiling of deal into standard format

DEAL SOURCING PROCESS

- Accounts for various listing sites (Costar, TREPP, etc.)
- Regular schedule and process for searching
- Clear parameters for qualification
- Profiling of deal into standard format

Review by US Team

