



**Robert Hayman**  
*Founder & CEO*

### **Nothing is better than...**

...commercial real estate to not only maintain, but to grow wealth! Commercial real estate has been, hands down, my #1 performing investment - nothing comes close.

### **Is it just "dumb luck"?**

Yeah right! Wouldn't that be great.... Seriously though, one of the reasons we've been so successful is our overall philosophy about a category too often overlooked - risk! Our mantra is simple... don't lose money.

### **Obviously, the name of the game is making a solid profit.**

In terms of both current yield and capital appreciation. But don't kid yourself, there are things that can go "bump in the night" causing properties to lose value - a bad economy, declining occupancy, local/regional issues, market oversupply and competition to name a few.

### **Before we invest we do our research.**

It's important to understand the market from a regional perspective, metropolitan perspective, the city itself and all the way down to the nuances of the property neighborhood. It's what we call "ears to the ground real estate" - it takes time and hard work, but when done properly, diligently and consistently, the rewards can be great - more importantly, risk goes down.

### **Also, one area we focus on is diversification.**

Most people think of this in terms of stocks or bonds - but it's a very useful discipline in real estate too! And our diversification methodology is centered around acquiring properties that are "balanced" among the following 4 areas:

1. Different geographic regions
2. Different property types (office, multifamily, industrial, retail, etc.)
3. Different property strategies (stabilized, value-add, core, opportunistic)
4. "Averaging in" investments over time, i.e., putting \$\$\$ to work over time, not all at once

We've found that diversification, solid strategy, meticulous management and access to unique real estate offerings makes for a healthy, successful real estate portfolio.

That's all for now!

Looking forward to sharing significant new opportunities with you next time.

Yours on the ground...

Robert

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## Hayman Properties is Proud to Announce Two New Acquisitions



### **Bella Terra Medical Office**

- Huntington Beach, California

Bella Terra Medical Office was acquired, August 2015. This unique asset was purchased as a true 'value add', with less than 70% occupancy at purchase. Ahead of schedule, the property is expected to exceed 90% occupancy at year-end. Additional features include:

- Recent renovations
- Strong medical infill location
- Easy I-405 access with great parking
- Projected 32% IRR

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### **Cowboy Partners Center**

- Cottonwood Canyon area of Salt Lake City, Utah

Cowboy Partners Center is a 71,700 square foot multi-tenant stabilized office building, is the highest elevation building in Cottonwood Canyon, featuring spectacular views of the Salt Lake Valley. This property is in a high quality infill location and was added to the Hayman Properties portfolio in August 2015 as a long-term hold. The property also provides:

- Strong cash flow
- Great location
- High quality design
- Projected 21% IRR

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## Property Spotlight



### **How We Transform a Property from the Ordinary to Extraordinary. Meet 660 NCX, Plano, TX...**

Every single commercial real estate property we invest in has been scrubbed, screened and thought through with a true sense of purpose and vision for disposition. The rehabilitation plan for 660 NCX, illustrated below, started with a vision and an innovative blueprint.

**Summary:** To reposition this office/retail complex through both physical property and tenant based upgrades by infusing Hayman Properties unique signature style and design aesthetic designed to create a unique DNA for each property.



**Condition:** The 660 NCX office/retail property was acquired as adistressed "C" quality asset in Q1, 2013. It had considerable [Read More...](#)



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