



### *About Gross Mendelsohn*

*Gross, Mendelsohn & Associates is a full-service CPA and management advisory firm with specialists in auditing and accounting, tax, personal financial planning, technology and litigation support.*

*Based in Baltimore, Maryland, the firm has offered complete financial and management advisory solutions to privately-held businesses, nonprofit organizations and families in the Mid-Atlantic region since 1960.*



Working in real estate can be highly exciting and at times downright thrilling. But it also carries certain risks and challenges. At Gross Mendelsohn, we help real estate developers, investors and managers mitigate risks and maximize opportunities.

### *The Gross Mendelsohn difference*

At Gross Mendelsohn, our people make the real difference for our real estate clients. It's our sharp business acumen and specialized industry expertise – along with our practice of thinking creatively and recognizing and maximizing every available opportunity – that translates into practical and profitable results for real estate developers, investors and managers.

### *Specialized real estate industry expertise*

Having worked with a broad spectrum of real estate businesses, we understand the nuances of the industry and the challenges you face. Our clients include a wide range of real estate and construction businesses:

- Real estate investors
- Multi-strategy real estate investment funds
- Residential developers, builders and managers
  - Planned communities
  - Multi-family properties
  - Single family homes
  - Land development and planning
- Commercial developers, builders and managers
  - Land development and planning
  - Office buildings
  - Retail shopping and strip centers
  - Industrial parks

### *When you work with Gross Mendelsohn's Real Estate Group, you'll see how bright ideas turn into smart solutions for you.*

Our real estate specialists have a solid understanding of the key economic and tax challenges and opportunities that affect developers, investors and managers.

In addition to offering the traditional audit, accounting and tax compliance services, real estate developers, managers and investors call upon Gross Mendelsohn's real estate experts for:

- Cash flow projections
- Acquisitions and divestitures
- Analysis and minimization of capitalized interest and other expenses on constructed buildings
- Planning to convert ordinary income to capital gains during project development
- Cost segregation studies
- Historic tax credits
- Structuring of like-kind exchanges
- Review of leases and lease structuring to maximize tax benefits
- Transactional and tax planning
- Debt placement, structuring and restructuring
- Technology consulting, including accounting system implementation and network installation