

**“Real Estate provides the highest returns,
the greatest values and the least risk.”**

Armstrong Williams



Elliott Kahn

For over 27 years, Elliott Kahn has been involved in investment real estate from both sides of the business – first as an investor, and today as a Broker with the nationally respected firm, KW Commercial. Elliott Kahn brings a unique combination of knowledge, performance, and integrity to investment real estate.

Elliott is a graduate of the University of Southern California and holds a degree in Economics. He is involved in ownership of multi-family, and commercial real estate and the active management of multiple investment properties.

Keller Williams Realty was founded in 1983, and has developed into a company with an International reach, serving both the U.S. and Canada.

Our brokers adhere to the highest standard of business. Our excellence has been proven by the results we produce for our clients.

When you work with Elliott Kahn, you are not working with one person; you are working with an entire network of dedicated professionals across North America.

Our detailed knowledge of the local market is unsurpassed.

Multi Family: KW Commercial provides multi family owners and investors with market knowledge, research, financing and analysis of market trends in vacancy, rent escalations, comparable cap rates and buyer trends. Our expertise and local market knowledge puts us at the forefront of professional representation.

Retail: For our retail user and developer clients, the advantages of partnering with a KW Commercial Retail Properties associate are significant. Whether leasing a retail strip center or finding a new facility for a restaurant customer; location, speed to market and economic performance are as important to us as they are to our clients.

Commercial: Representing buyers and sellers of commercial real estate requires local market knowledge. KW Commercial Investment Properties associates keep abreast of the latest trends as well as local and national cap rates. Our vast network of international, private and institutional investors allows us to match our clients with the right investment opportunity; and maximize return on the investment.

Whether you are buying, selling, leasing or simply interested in investment real estate, Elliott can provide you with up to date market information and professional, experienced advice.

Mission Statement

• **Commitment to our clients, employees & community**

KW Commercial is dedicated to making the lives of everyone we come in contact with better. Our goal is to provide the highest level of investment real estate services. We accept nothing less than the highest standard of professionalism and truthfulness. We consistently keep one thought at the front of our minds: *Our clients well being.*

• **Objectivity & Transparency**

We serve our clients by providing customized service and a corporate architecture that promotes team work and service to our clients. Our client's requirements always remain first.

• **Value-Based Philosophy**

Understand: Your goals start the discussion. Through in-depth conversations with you and your other professional advisors, we help you articulate your real estate investment vision and wealth goals.

Analyze: Your unique situation is comprehensively and systematically analyzed in context of your current and future goals.

Advise: A plan of action is created by what we learn from you. With your objectives in mind, we provide pragmatic advice and develop strategies that address your current and future real estate goals.

Evolve: The real estate market is in a constant state of flux. We use our comprehensive knowledge in all aspects of investment real estate to ensure cohesive and comprehensive solutions that remain at the forefront of our industry.



Elliott Kahn

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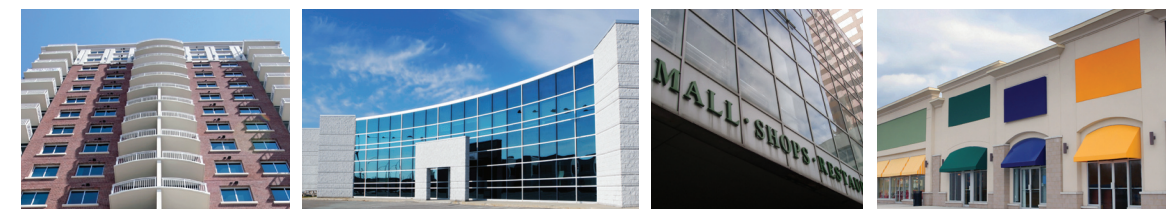
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**INVESTMENT REAL ESTATE BROKERAGE
PROPERTY MANAGEMENT SERVICES**



Your Success is Our Business



“In the real estate business, past success stories are generally not applicable to new situations. We must continually reinvent ourselves, replying to changing times with innovative new business models.”

Minoru Mori

Investment Real Estate Solutions



“Good real estate management takes persistence, tenacity, and a tireless work ethic. In the End, the bottom line is largely driven by knowledge, experience, and hard work.”

Elliott Kahn

Our Principles:

Collaborative Leverage

Members of KW Commercial share in this vision of a team approach driven by traditional values of quality work and a close working relationship with clients. KW Commercial maintains a focus on your goals. We provide sound financial and business advice in practical real estate investing.

Advice not Driven by Commission

Times have changed and so has the commercial real estate business. KW Commercial believes you should get advice based on research and facts not hype. Our long-term commitment is to help our clients develop and implement strategies that will allow them to achieve their investment goals.

Objectivity

KW Commercial is focused on helping our clients build a successful future. We are experts in solving today's problems while also identifying opportunities and risks associated with future growth. Doing what is right for our clients is at the heart of our values.

Team Power

We believe goals are best achieved by the combined effort of individuals. KW Commercial was formed because we believe in the efficiency and results of teamwork to achieve maximum results for our clients.

Brokerage Acquisition & Disposition

From buyer and tenant representation to owner and landlord representation, KW Commercial works with its clients in a goal orientated manner. KW Commercial works as a team to customize a marketing approach and a strategy best suited to achieve the client's goals.

Consulting

KW Commercial provides consulting and advisory services for investors. We apply systematic market research and financial analysis to produce feasible solutions for all types of real estate projects.

Property & Asset Management

KW Commercial offers its clients multi-faceted services that help to maximize the value of income producing real estate. Our policy of continued principal participation in the management of properties is unique in the industry and is responsible for the superior levels of performance we achieve for our clients.

Investment Partnerships

KW Commercial has over three decades of experience in forming successful investment partnerships. Our financial expertise and professional management allows individual investors, family partnerships, and trusts to invest in income producing real estate without worrying about the day-to-day operations.

Financing

KW Commercial maintains relationships with a variety of aggressive national and regional lenders. We can point out the benefits and differences in multi-faceted loan structures.

Development

KW Commercial offers a vast array of commercial development services. From the entitling and marketing of a 400 acre master planned community; to the entitlement, construction, and conversion of condominium units, we cover the spectrum. Put our knowledge and expertise to work for you.



Property Management Services

The management philosophy of KW Commercial is: “A well-managed property produces the highest financial returns to its owners, and the best service to the community and tenants.”

We offer full management services for multifamily, retail, and commercial properties. Our background and experience enables us to provide a wide range of advisory services, including marketing, transactional support, management, maintenance, and leasing services. We work hard to understand the needs, objectives, and goals of our clients; and work together with them to implement a strategy tailored to each individual property.

- **We treat each property as if it were our own:** A well-managed property operates more efficiently to produce premium results for owners and investors.
- **Understand effective and cost effective marketing:** Our advertising generates traffic and creates a positive impression. We consistently review and adapt to the changing technological advances in this area.
- **Control Turnover:** Turnover is expensive. Controlling it requires the same level of commitment to existing residents as to new prospects.
- **Personnel Training:** We take our performance and reputation seriously. Stringent efforts are undertaken to train our management personnel. They are taught to avoid legal issues and to improve the tenant profile at each property.
- **Exceptional Accounting and Reporting:** Our reports are complete, concise, and easy to understand. We handle accounts payable, accounts receivable, collections, and bank statement reconciliation.

We concentrate on and emphasize the fundamentals:

- Optimize Revenue
- Minimize Vacancy Loss
- Intelligent Rent Policies
- Establishment of appropriate spending levels to produce exceptional economic returns

We offer all aspects of property management. We have over twenty years experience in property management; we now bring this level of expertise to the Los Angeles area.

**All management firms are not the same!
Give us a call. You'll be glad you did!**

“I just wanted to tell you what an incredible job you have done. In my 32 years of sitting behind this desk I have not seen such a turnaround in a project! Without your leadership the principals would have continued to loose money rather than reaping the huge rewards that you were able to negotiate. Your expertise, passion, and negotiation skills saved the day for the families. Congratulations on a job very well done!”

Eric L. Foumber, CPA