



The gold standard  
in real estate  
acquisition.



## Where acquisition meets innovation

BWS is the only dedicated real estate acquisitions consulting firm in the United States. BWS unlocks high-quality, proprietary deal flow for real-estate reliant businesses and investors that are driven by aggressive growth targets.

BWS's expertise is put into action from day one of an engagement. Customized plans lay the groundwork for a 360-degree attack of the market, whether local, regional or national. Through proactive and persistent off-market investigation and a commitment to building rapport with market influencers, BWS generates a higher volume of deal flow with generous alternatives for site selection. Clients benefit from better negotiation postures, more favorable prices and less risk.

Founded in 2014, BWS is a spinoff of established development powerhouse, Blake Communities. The firm's comprehensive acquisitions solution is grounded in two decades of development experience and hundreds of transactions. Clients include public retailers, REITs, private and public homebuilders, private equity funds and Fortune 500 companies.



# Our Process

At BWS, delivering sustainable, high-growth real estate opportunities is our sole priority. We achieve this through a commitment to rigor, relationships, and results. Our 41-Point Acquisition Playbook combines high-touch and high tech to offer a first-of-its-kind, full-service solution to source, vet, analyze and underwrite land acquisition.

- ▶ Market makers, not followers

Your criteria, not what the market dictates, are our blueprint for success. We proactively pursue off-market opportunities and unlock unmatched volume of high-quality, qualified deal flow to match your goals. That translates to more suitable sites to choose from — often at below-market pricing — and shorter decision-making cycles.



# Our People

At BWS, our mission is to accelerate growth and long-term profitability for businesses and investors.

To that end, we attract and retain high-performance professionals with subject matter expertise in their respective industries. They leverage institutional knowledge and business intelligence to deliver an unmatched quality and volume of deal flow. Working in lockstep with clients, our team is differentiated by its proactive, agile and aggressive approach to driving returns.



Blake Communities, founded in 2003, is one of the largest residential land development firms in the country. Backed by a \$12B hedge fund and Blake Investment Partners, the company has built hundreds of communities for sophisticated homebuilders.

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**BW INCOME ASSETS**

Blake Investment Partners (BLAKE) is a private equity and real estate private equity firm that capitalizes on opportunities that create value. With offices in Atlanta, Tampa Bay, Charlotte and Charleston, BLAKE has facilitated hundreds of transactions, with a concentrated emphasis on real estate.

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