Real Estate Advisory

At a Glance

Real estate often represents a significant portion of a family's wealth. It tends to be personal, emotional, and deeply vested within a family's legacy.

Real estate asset management requires an understanding of the physical and capital demands posed by these assets combined with long-term perspective and broad experience.

At Bessemer, we have been managing real estate assets for our clients since our founding more than 110 years ago. No matter your property type, we can assist you with these complex and multifaceted assets, helping you to consider them in the context of your broader wealth management plan and crafting a thoughtful approach that achieves your goals today and for generations to come.

Comprehensive, Custom Solutions

Almost half of the wealth in the U.S. is held in real estate.

For people of substantial wealth in particular, real estate — personal residences as well as investment properties — can often represent a substantial investment allocation.

Holding real estate can be time consuming and complicated, financially, physically and emotionally, due to real estate's frequent connection to personal and family legacies. Should you hold onto that apartment in New York City? What about the vacation home you enjoy with your children? If you have a family farm, ranch, or commercial investment portfolio, are you concerned about receiving consistent, ongoing advice for the future of the family-held investment? Which assets are prudent to sell or put in trust?

Bessemer's highly skilled real estate advisors provide asset management and advisory services to owners of all types of real estate throughout the United States and overseas. Whether we're holding your property in estates or trusts; discussing ways of preserving your home for your children and grandchildren; or providing you with advice about selling, leasing, financing, managing, acquiring, building, or improving your real estate, our approach is focused solely on your needs.

Real Estate Advisory Services

Trusts and Estates

- Real estate services and regulatory compliance for trust-held real estate maintained for personal use.
- Corporate fiduciary asset and investment management for income-producing properties and other investment interests in real estate.
- Protect and preserve the value of an estate's real estate subject to distribution and maximize value of real estate to be sold.

Advisory and Consulting

- Distinct real estate service when Bessemer Trust is not serving as trustee or executor for existing clients.
- Delivery of sophisticated institutional-quality advice and processes applied to clients' real estate holdings.
- Disciplined asset-appropriate advice for the acquisition or disposition of directly held or partial interests in real estate.

How We Work With You

Real property held in trust. When we serve as your trustee, we manage each of your trust's investments in real properties as part of and within the trust's overall asset allocation. A private home is an investment, but it primarily has utility value as a home, and we account for the expense and capital needed for its maintenance and care. For more complex asset management of investment interests in real estate or direct ownership of real assets, we consider financial performance against expectations and in the context of the trust's overall asset allocation. We provide comprehensive fiduciary asset management services, including annual property inspections and reviews, insurance monitoring, budgeting, property tax verification and payment, tax assessment appeals, collection of rent and payment of expenses, as well as oversight of managing and leasing agents and capital improvement projects, among many other duties. When we undertake transactions, we coordinate and direct the purchase, lease, finance, and sale of real estate assets — always in keeping with the needs and goals of your trust.

Real property estate administration. When we serve as executor or co-executor, our goal is to preserve the value of assets to be distributed (to beneficiaries, continuing trusts, or charities) and to maximize value for assets to be sold, while also strategically managing the assets during the tenure of the estate. We do this in coordination with Bessemer professionals in our estate administration, tax advisory, and other wealth planning areas to ensure an efficient estate settlement.

Advisory and consulting services. Even when not serving as trustee or executor, we can provide you with the benefit of our experience and expertise. We routinely offer guidance on real estate matters to our clients and may be retained to help you accomplish your goals, whether it's managing, improving, selling, or acquiring real estate. Our approach is practiced and diligence based; we seek to understand your asset within its market based on multiple sources of expert information to help you arrive at well-informed decisions.

The Bessemer Difference

Our real estate advisors have extensive experience as real estate investors and asset managers. Our high level of direct commercial real estate investment and operations experience outside the fiduciary context has proven to be an advantage in many ways.

We are adept at working with virtually all property types, including investment interests in real estate and income-producing properties. In fact, more than half of our real estate assets under management are interests in commercial properties. We routinely consider strategies that call upon wealth planning, real estate management, and investment expertise.

We have a deep understanding of the issues our clients face during the life cycle of a property and its ownership. We know that each real estate market and asset brings a unique set of circumstances and characteristics that need consideration as we manage an asset or undertake a transaction. We do this while being mindful that these assets can frequently be entwined with a family's relationships and history.

In short, whether we're serving as a trustee, executor, or advisor, we can help you to ask (and answer) the right questions, and guide you in crafting a unique strategy designed to achieve your goals today and for future generations.

To learn more about Bessemer's real estate advisory and any of our other services, please contact your client advisor or your local Bessemer Trust office.

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