

Executive Summary

Opportunity

Problem

Commercial Real Estate in New York City is an opaque market where connections make a difference. Significant obstacles arise to any outside investor looking to enter into this growing and profitable market. Such obstacles include, but are not limited to:

- Significant capital requirements;
- Significant legal rules and regulations arising from numerous City, State, and Federal agencies
- High construction and renovation costs;
- Access to the right brokers;
- Insular network of landlords favor insiders vs. outsiders.

These obstacles are significant barriers to outsiders looking to purchase commercial real estate in New York City, and in Brooklyn in particular. By having the right network, access to capital, and management with a legal background, The Parlanti Group is able offer the promise of investing in a growth market without going through the decades of building the right relationships in the Brooklyn real estate market.

Solution

The Parlanti Group has built a formidable network in their 40+ years in the Brooklyn Real Estate market. By maintaining key relationships with real estate brokers, mortgage brokers, contractors, real estate agents, attorneys, and consultants, The Parlanti Group has managed to be in the epicenter of this growth market.

Market

Our target market is any accredited investor looking to break into the Brooklyn Real Estate market. The Parlanti Group specializes in rent-stabilized apartment buildings in Brooklyn, NY which have significant upside. Due to the high barriers of entry, any real estate investor outside of New York will have a difficult time gaining access to this lucrative market without an insider guiding the way.

The ideal accredited investor will be willing to commit capital to gain access to the significant upside of the portfolio as tenant's naturally turn over and the apartments are renovated as per all local codes, rules, and regulations.

Competition

The competition ranges from local landlords to international hedge funds. However, with over 40+ years being in the market, The Parlanti Group has not only competed with the best but has lead the market. Our reputation as savvy investors and our access to capital, legal expertise, and knowledge of the local markets are unparalleled.

Why Us?

The Parlanti Group has maintained a leading position in the Brooklyn Real Estate market, in particular, rent-stabilized elevator buildings throughout Brooklyn, New York. By establishing and maintaining key relationships in the brokerage, finance, and legal world of Brooklyn, Real Estate, The Parlanti Group is privy to the best deals first.

Expectations

Forecast

The Parlanti Group forecasts a booming Brooklyn Real Estate market with year-over-year rent growth of 5% with significantly higher increase in gross rent upon turnover. By keeping costs down, the Parlanti Group has been able to maintain an Internal Rate of Return in excess of 10% in the past decade excluding any appreciation in the underlying assets.

Financing Needed

The Parlanti Group plans to continue growing using a combination of Retained Earnings, bank financing, and outside capital. By building scale, The Parlanti Group can keep overhead costs per unit down while having the ability to expand into new markets while diversifying their portfolio.

Opportunity

Problem & Solution

Problem Worth Solving

A key problem in entering the Brooklyn Real Estate market is the significant barriers of entry. Such barriers consist of:

1. High Capital costs;
2. Real Estate Broker network;
3. Financial relationships with lenders who understand the local market;
4. High Construction costs;
5. Significant rules and regulations which affect almost all aspects of maintaining property in New York City;
6. Opaque industry.

The Parlanti Group, with over 40+ experience in the Brooklyn rent-stabilized real estate market, is in key position to assist outside investors in procuring the best assets with significant upside to take advantage of the booming Brooklyn market.

Company

Overview

Ownership & Structure

Our Team:

Rosario Parlant, Esq.

Mr. Parlanti is a graduate of St. John's University Law School. Mr. Parlanti completed his undergraduate degree at Pace University where he received a Bachelor's degree in Finance. After receiving his B.B.A. at Pace, Mr. Parlanti went on to earn his Master of Science in Real Estate at New York University, with a concentration in Real Estate Development.

Mr. Parlanti has handled diverse legal issues ranging from business sales and contract drafting to housing disputes in New York City courts. He has had particular success in representing owners in matters involving tenant Non-Payment and Holdover Proceedings.

Angelo Parlanti

Angelo Parlanti is a graduate of St. John's University. He purchased his first elevator building in Brooklyn at the age of 22 and has not stopped since. By developing and maintaining key relationships, Angelo has positioned the firm to obtain off-market listings in key areas, often pulling through with quick closings of multi-million dollar deals in 45 days or less. Angelo is head of property procurement and development.

Company history

The firm's principal, now retired, Francesco Terenzio Parlanti arrived in New York City from Italy with eight dollars in his pocket and over eight thousand in debt. He has managed to amass a portfolio of over 800 units in Brooklyn as well as purchased and managed farmland in Northern California and developed condos in his hometown in Italy.

The firm's principle is to keep pushing boundaries and never accept the status quo. This principle has led to the owners to purchase over eighty million dollars worth of property in the past year alone as well as position themselves to develop in underdeveloped areas.