

## The Malin Group, Inc

### Providing Services to Family Owned Businesses and Families Owning Real Estate

Since 1993, The Malin Group has been a resource to wealth management firms and the families and family owned businesses (FOB) that they advise regarding the management of their real estate assets, both commercial and personal.

#### Balancing Family Needs, Land Use and Conservation

Due to the huge number of FOBs where the largest issue is succession planning, our experience can play a vital role in helping them keep the farms and ranches (the family retreat) intact inside the family ownership for the next generation to use and enjoy. This place may have been the playground for the baby-boomer generation. Their fond memories make it a priority to hold onto the property for their children and grandchildren to use and enjoy thereby perpetuating family unity and traditions.

Often some family members will have greater cash needs than others creating a need to liquidate cash from the property. How can this be accomplished while still keeping it intact? These properties, which may have been on the edge of a metropolitan area, have appreciated dramatically over time as the cities grew. Today, many such properties might be one of the largest assets in the FOB, worth millions. If not, it could become such over the next ten years.

The Solution to the problem begins with the transfer of ownership of the property to the next generation while the current owners still can. However, there should be an exit strategy that considers both the financial and non-financial goals of the family. This entails understanding what the land values are today and will be in the foreseeable future. How does one enhance the value over the next few years and possibly tap into some of the value today? How will it be managed in the future? Can it be converted to income without ruining its character?

The Malin Group, Inc., offering a rare balance of experience, can assist you in dealing with these complex issues. We are professionals with hands-on experience having dealt with these situations ourselves. Our experience is in:

- Valuation of real estate and partial interests (admitted experts in courts nationally)
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- Land use management, conservation easements and wildlife management
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- Land planning for future development
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- Land development (having developed two large-scale conservation developments)
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- Representation/real estate brokerage (representing clients as brokers)
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- Understanding the practical aspect of partnerships and LLC structures (working with lawyers and accountants in structuring entities)
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- Assisting the family (FOB) manager with intra-family communications, developing goals and implementing them.

**We can assist you and your clients find solutions for the management of their real estate, whether it be a ranch, commercial/investment property or their residences.**

Contact: Peter Malin, [peter@themalingroup.com](mailto:peter@themalingroup.com), 972-960-1250 ext. 1