

## **Resources**

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Buoyancy is defined as the ability to operate on a high level and having resiliency. The CWS culture has been buoyant for 50 years.

Fifty years is a long time for any firm to survive and thrive. CWS's ability to excel in our business is owed in large part to taking care of investors by intelligently managing and adding value during every cycle and every stage.

Some of CWS's most important resources that contribute to taking care of investors are:

- Internal Management
- Seasoned Team
- Company Synergies
- Expertise in handling 1031 tax-deferred exchanges
- Being fully integrated with our ability to buy, manage, and sell properties along with substantial financial strength to quickly take advantage of opportunities or handle downturns in the economy.

### **Internal Management**

Buying, managing, and selling properties are all handled with our own in-house management team and makes CWS 100% responsible for managing each property and maximizing gains for investors. Over the years CWS has won multiple awards for both property management performance and for being a top place to work. This allows CWS to attract top talent—the ultimate resource for a company. CWS provides team members with the latest in technology resources, creating an environment to operate at the highest levels of business intelligence and integrity in property acquisitions, operations, leasing, and sales.

### **Seasoned Team**

Our three partners have a combined 98 years of experience working at CWS. The average tenure of our corporate-level employees is 9.5 years. This deep bench in the executive ranks provides the resources to make intellectual decisions based on their significant experience. This long tenure also has created enduring relationships with brokers, bankers, and other business partners—all critical resources CWS utilizes to maximize property values for the highest probability of positive outcomes for investors.

### **Company Synergies**

CWS has grown in size over the decades by having the resources to pounce on opportunities and to bounce back from adversity. CWS has built talented teams for acquisitions, development, property management, asset management, capital projects, accounting, information technology, risk and insurance management, marketing, and investor relations to add value to each property investment. These resources are strong individually, but by having all teams being in-house with fluid information sharing, it gives CWS the strategic and tactical advantages in the marketplace to anticipate and respond to opportunities and ever evolving market conditions.

### **1031 Exchange Expertise**

One of the advantages of investing in real estate is the ability for investors to defer taxes on capital gains via 1031 exchanges. In the past decade, CWS has facilitated approximately \$1.7 billion dollars in 1031 exchange capital for the benefit of existing CWS investors and new investors coming to CWS with

exchange funds. Given the importance of getting a 1031 exchange transaction correct to protect its tax advantages, the organizational talent coupled with third party relationships with legal, title, and escrow providers is a tremendous resource for CWS investors.

### **Conclusion**

Having carefully built up these resources, along with many other capabilities, CWS has become a leading real estate investment management firm that is well-positioned for the next 50 years to successfully navigate through our ever changing market conditions.