



**BUILDING WEALTH THROUGH  
PROVEN APARTMENT  
INVESTING STRATEGIES**

# THE APARTMENT INVESTMENT SPECIALISTS

Since 1982, ACI has been helping investors build wealth through innovative, proven apartment investing strategies. Along the way we have developed the reputation as the region's premier apartment investment brokerage firm.

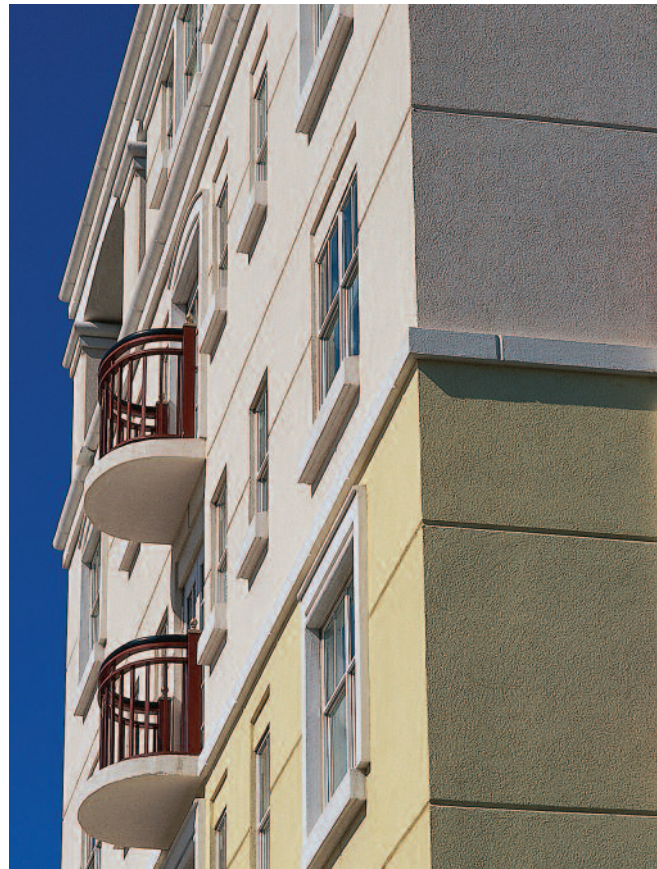
Our philosophy and approach are derived from years of experience as successful apartment brokers and apartment investors. We know how to create value and wealth through the income property market, and we use that knowledge to help our clients achieve their investment goals.

With more than 20 full-time professionals dedicated solely to income property transactions, we are San Diego's leading apartment investment brokerage firm.

## The ACI Advantage

A broker-owned firm, ACI combines the experience, strength and technology of a large brokerage with the speed, flexibility and individual attention of a more personal firm. As a valued ACI client, you will receive:

- **In-depth market knowledge.** ACI offers the most intimate knowledge of the San Diego apartment market. Our team leaders have bought, sold and exchanged apartment properties in areas ranging from Pacific Beach to East County, the Mexican border to Camp Pendleton, and everything in between.
- **Senior partners involved in every apartment transaction – guaranteed.** ACI is the only firm that guarantees an experienced senior partner will be involved in each and every apartment transaction. At other brokerage firms, senior partners often sign the agreement and then hand you off to a less-experienced associate.
- **Personal investing experience.** Our senior partners are all successful apartment investors. We have collected rents, upgraded properties to maximize value and revenue streams, and personally experienced every aspect of apartment investing. Our collective experience and wisdom reduce your risk.
- **Innovative investment plans.** People invest for different reasons. At ACI, we ask questions, listen, and then develop an innovative plan designed around your investment goals and objectives.



*No other San Diego firm offers  
a more complete package of  
apartment investment services.*



## A Network of Trusted Advisors

ACI's award-winning team members all belong to the San Diego County Apartment Association (SDCAA), the San Diego Association of Realtors (SDAR), the California Apartment Association (CAA) and the National Association of Realtors (NAR). In addition, they hold national designations for professional excellence, including Accredited Buyer's Representative and Certified Commercial Investment Member (CCIM).

Our senior partners have served as president of SDAR, president of SDCAA and president of CAA. In addition, we have solid relationships with experienced support teams and staff that stand ready to coordinate escrows, provide rent surveys, conduct competitive market analysis and handle all the tasks necessary to create and implement successful investment and marketing strategies.

Finally, ACI is one of the few San Diego firms to subscribe to the National Association of Realtors (NAR) code of ethics. Add it all up and you get a team of dedicated professionals whose sole purpose is to help you build wealth by making the right apartment investment decisions.

## Same Day Market Exposure™

For income property sellers, ACI is the only firm that offers Same Day Market Exposure™, our trademarked process that provides the quickest and broadest exposure for your property.

Within 24 hours of receiving your confirmed marketing assignment, ACI will:

- List your property on our Web site.
- Link your listing to a national database that exposes your property to major investment brokerages and qualified buyers throughout the country.
- Institute a 15-point marketing plan that incorporates a highly effective combination of networking, advertising and promotional tools.

Our proven process puts your property in front of more investors so you can sell to the right buyer at the highest possible price.

## Proven Results

In the last two decades, ACI has closed more San Diego County income property escrows than any other firm. In fact, we have completed more apartment transactions than the #2 and #3 firms combined.

ACI has represented the buyer or seller in more than 3,200 investment property transactions, averaging more than 140 closed escrows per year. You won't find that depth and breadth of experience in any other San Diego brokerage.

Whether you're new to apartment investing or an experienced investor looking to upgrade your portfolio, ACI is the right choice to achieve your long-term investment goals.



## ACI: APARTMENT CONSULTANTS, INC

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### Serving Satisfied Apartment Investors Since 1982

*"Prior to working with ACI, we owned 90 units that generated a modest cash flow. ACI helped us put together a plan to sell those units and purchase replacement property with minimal tax consequences and a much greater investment potential. Our cash flow improved immediately, and we have significantly increased our net worth."*

Mike and Bonnie

*"We bought our first rental property 25 years ago. When our children graduated from college, our investment priorities changed. ACI's team of professionals evaluated our needs and recommended several alternatives. In addition, they showed us how to obtain more financing than we thought possible. With ACI's help, we diverted our equity from rental homes to rental apartments, significantly increased our investment income, and now look forward to a financially secure retirement."*

Josh and Ruth

*"A successful apartment investor for many years, I wanted to transfer my equity into lower-risk investments and reduce the management issues associated with apartment investing. ACI researched a number of options and recommended well-secured rental properties as the best investment for me. Their strategy boosted my net equity while completely eliminating any management responsibilities. Now, the tenant handles all the taxes, insurance, repairs and maintenance. All I do is sign and deposit the rent check."*

Mrs. Smythe