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# Assurance & Advisory Business Services

**ERNST & YOUNG**  
*Quality In Everything We Do*

The seasoned professionals we hire have a broad range of real estate backgrounds and accounting/finance experience, including transaction, hospitality, construction, business process improvement, corporate real estate, government, and other real estate settings. These professionals have relevant experience from professional services firms, real estate boutique firms, Fortune 500 companies, financial services organizations, and real estate services firms.

## Career Growth

Ernst & Young places a premium on personal and professional development and knows the success of our practice relies heavily on your satisfaction. We offer challenging work assignments, diverse opportunities, and a learning culture that fosters your professional development and adds to your technical skills. We offer extensive training programs to meet the needs and interests of our people.

When joining Ernst & Young, we will assign you a career counselor to provide you with insights into the firm and to be available to help you develop a career plan to align your goals with the needs of the firm and our clients. Discover more about Ernst & Young's Real Estate Advisory Services practice at [www.ey.com/us/reas](http://www.ey.com/us/reas).



Real Estate Advisory Services works with users, owners, operators, lenders, and developers of real estate to help clients improve the way they manage their investments in real estate assets—throughout the entire lifecycle of their property portfolios. Through the sharing of industry best practices and process-based financial and business analytics, we help clients in all industries improve performance by aligning their real estate holdings and operations with their business and operating strategies.

## National Advisory Services Real Estate Advisory Services

Ernst & Young's global Real Estate Advisory Services practice is the leading provider of real estate advisory services to clients ranging from real

estate users and owners to developers, builders, operators, and capital providers. Our 500 professionals across the globe offer a comprehensive array of real estate-related services that address a full spectrum of real estate strategy, transactions, construction and operations issues as well as alternative financing options and portfolio optimization. In the U.S. our team comprises 250 professionals in 15 locations.

## Practice Overview

The Real Estate Advisory Services practice (REAS) helps clients improve and control the way they manage their business investments in real estate assets throughout the entire lifecycle of their property portfolio. With each service, we focus on helping clients reduce expenses, lower their risk, and improve their overall performance.

Our clients can be generally categorized as either users or investors of real estate. We provide our clients with services from one or more of our seven sub-service lines. While each service line has its own offerings, the overall success of our practice comes from how we effectively package them to address client needs through an integrated continuum of services.



## Service Lines

### Business Transformation

Our Business Transformation practice focuses on the strategic alignment of organizations, processes, and technologies to create efficient and scalable operating platforms for clients. These services can help reduce a client's operating costs by as much as 10 percent to 15 percent. Our Business Transformation services group also helps improve data integrity, strengthen internal controls, and reduce reporting cycle times to meet or exceed industry standards.

### Construction

Real estate is typically the second-highest cost for our corporate clients. New construction is often the biggest area for cost overruns. Our Construction Advisory group evaluates and reviews all of the budgets and expenditures involved in new construction to help our clients get a handle on the big picture. Our professionals work with clients to help improve development processes and the overall delivery of real estate services by reducing costs, boosting effectiveness, elevating efficiency, and accelerating implementation. Our team typically works with corporate clients that are undertaking large unwieldy projects or aggressive, difficult-to-control capital rollouts.

### Corporate Real Estate

Our Corporate Real Estate group provides specific programs to evaluate and implement occupancy cost reductions; and in the case of expansions and relocations, we are a resource for location advisory within company-owned and leased workspace,

distribution, and manufacturing facilities. Our services are flexible in order to address the unique conditions and constraints that define the specific business.

### Energy

An increasingly important element in any corporate or investor real estate strategy is a plan for buying and efficiently using energy and ongoing efforts to keep energy costs under control and long-term supplies assured. There is more to energy cost savings than upgrading HVAC systems and installing more efficient lighting. The Energy Advisory group has helped clients generate savings of up to 30 percent of their total energy budget by actively developing and managing proactive real estate-oriented energy plans. Our energy professionals help to identify competitive energy procurement options and conduct energy conservation and operational assessments. For large power producers, our professionals provide operational assessments for energy generation and transmission assets, along with optimization strategies for organizational and structural processes.

### Government Advisory

Government entities are the largest group of owners and users of real estate in the U.S. They actively use their real estate assets as a potential source of cash or cost reduction in order to achieve government program objectives. Our Government Advisory group helps federal, state, and local governments, local development corporations, not-for-profit groups, universities, school districts, and private developers to structure public/private finance instruments and development plans for needed public facilities, government, or university-sponsored developments and infrastructure facilities.

### Hospitality Advisory

Our Hospitality Advisory practice offers a full scope of services to clients in every major segment of the hospitality industry, including hotels, resorts, conference centers, golf, gaming, stadiums, and travel and tourism. These advisory services are focused around the various stages of the asset life cycle, as we advise a diverse array of prominent hotel companies, developers, lenders, opportunity funds, and government agencies.

### Real Estate Analytics

Our Real Estate Analytics group combines real estate fundamentals, local market insights and capital markets knowledge to help clients perform analysis relating to real estate debt and equity investment transactions. Some of our clients choose to outsource their entire due diligence efforts to us, while others prefer that we work side-by-side with them as part of their transaction team. Our team works on single assets and portfolio transactions that include multiple property types located nationally. We view ourselves as a real estate due diligence SWAT team—able to develop an approach and mobilize our industry-specific resources within a moment's notice. We offer one of the industry's largest and most experienced teams.

## What You Can Expect

As a member of Ernst & Young's Real Estate Advisory Services team your responsibilities could include:

- Collecting market information
- Analyzing real estate documentation
- Performing market studies
- Creating financial and operating models
- Developing and communicating creative client deliverables

## Who We're Looking For

We are seeking individuals with the following qualifications to join our team:

- Bachelor's or master's degree in real estate, finance, construction management, civil engineering, hospitality administration, public policy, accounting, economics, business administration
- Achievement-oriented self starters
- Exceptional oral and written communication skills
- Research skills
- Solid, proven knowledge of Microsoft Excel, Word, and PowerPoint
- Willingness to travel on short notice based on clients' needs