



The Business of Holding Real Estate 2.0

I am a real estate appraiser, business valuer and engineer. I have built my valuation practice around the real estate-related specialties of fractional interests and intangible business value (in real estate) over more than 25 years. I have produced a substantial body of writings and presentations around these and related topics, such as short-term v long-term notions of value. I have developed some particularly useful processes and methods that I believe will help you greatly in your valuation practice.

Articles on this page will address challenging topics in each of these areas, beginning with the practice area in which I have spent the most time:

Valuing fractional interests in real estate. I have just completed a major revision of my 2004 book on fractional interests, and will soon launch an online application that performs such valuations.

The revised book and the application use a set of technologies that were developed from existing but disparate elements in real estate appraisal and business valuation. They are now together as version 2.0, a form that is more consistent, accessible and persuasive than anything that has come before. I invite you to take a closer look at fractional interest valuation 2.0 at www.primusivs.com.

The time is now

Timing is everything and opportunities can be golden. We are at an historic turning point where the old guard—the original postwar scions of real estate families—are dying off. Leadership is changing, and in too many cases this original dominance gives way to chaos, as illustrated by the court cases that now dominate my practice. Securing real estate holdings into the future—especially within families—requires addressing concerns that have not been on the table before. When the original family leaders are gone the gloves come off!

Preserving healthy asset ownership into the future requires a good understanding of value so buyouts can be executed, ownership can be consolidated, and management can be sustained. Success is decidedly not preordained.

Most of my work now involves partner disputes, trust distribution disputes, and other circumstances where a clear understanding of value would help everybody.

But such understanding, let alone agreement, is still hard to come by. It is time for us to do something about it on a much bigger scale.

I invite you to look over what I have put together. Two of those things are actual products—the app that will launch in a few months and the book that you can purchase at www.primusivs.com. I will address other specialty topics on this page and in future writings, with the hope they will benefit your practice and ultimately help future generations.