

Services for the real estate industry

# Contents

Real estate practice overview

Client accounting services

5 Tax services

Private equity fund administration

6 REIT testing services

20 ESG and sustainability solutions

7 Accounting and assurance services

21 Risk advisory services

8 Financial advisory services

23 Digital solutions

Real estate transaction advisory

U.S. inbound real estate services

# Real estate practice overview

Protecting and strengthening your real estate portfolio is your top priority. And as you scale your business and boost liquidity, we're here to help you protect your assets in an efficient and effective way. With Baker Tilly's suite of services and real estate industry specialists, we'll guide you through these challenges while helping you navigate to a better tomorrow.

# Reputation built on experience

# **Baker Tilly's real estate practice**

The **largest industry**Baker Tilly US serves

Coast-to-coast coverage from New York to San Francisco Industry professionals: 1,200+ real estate and construction professionals

As a top advisory, tax and assurance firm and the world's 6th largest\* global network, we help clients realize greater value. Our leaders have served clients across all segments of the industry — residential, commercial, office, hospitality, healthcare, retail, industrial, mixed use, higher education and municipal facilities. We work with:

- Private equity real estate funds
- Real estate investment trusts (REITs)
- Real estate developers
- Owners
- Investors
- Property managers
- Institutional firms
- Syndicators and lenders
- High-net-worth individuals/family office

From concept to completion, Baker Tilly offers innovative solutions for every stage of the project and investment life cycle to help our clients reduce risk, increase efficiency and optimize opportunities.

### Learn more about our practice

<sup>\*</sup> Expected national ranking once 2025 Inside Public Accounting (IPA) ranking is released

# Value Architect<sup>™</sup> mindset

At Baker Tilly, we have a Value Architect<sup>™</sup> mindset that goes much further than a job description, but requires a set of skills, abilities and behaviors to better serve our clients.

Like an architect, we collaborate with you to develop a blueprint on the best way to enhance and protect your value. With a team of real estate-focused tax, accounting, audit and consulting specialists, we'll keep you abreast of new developments and trends that may impact your business. Our clients trust our judgment and rely on us to marshal the right resources to solve their most pressing problems and help seize new opportunities.

We offer our clients a "best of both worlds" solution that pairs the technical qualifications and expansive resources of larger accounting firms with the responsive service and competitive pricing of smaller firms. We focus on long-term growth and make investments in infrastructure and quality assurance measures that help our clients grow.

# Why Baker Tilly?

Clients choose Baker Tilly because of our extensive national footprint, depth of experience and comprehensive service offerings.

Our national and local industry professionals work together as a cohesive, collaborative team and will ensure our relationship with you is proactive, helpful, responsive, knowledgeable and business- and industry-focused.

We deliver to every client:

- A hands-on approach
- Attention to detail
- Principal, director and manager accessibility
- Staff continuity

In today's environment, it's more important than ever to rely on someone you trust, which is why being a trusted advisor is the cornerstone of our profession and one from which Baker Tilly will not deviate.

A message from our national real estate practice leader, Mike Kamienski







# Tax services

# Tax solutions to meet your needs

In as competitive of an industry as real estate, you want your company to remain as profitable as possible. Our advisors follow advance planning techniques to give you innovative, objective guidance in all tax matters, but especially in these areas that are critical to real estate professionals:

- Federal, state and local tax
- International tax
- Cost segregation and other cost recovery tax planning
- Financial and estate planning
- Section 704(c) for partnerships and 1031 exchanges
- Opportunity zones and other tax credits and incentives
- IRS controversy and exam assistance
- Transfer pricing studies
- Repairs and maintenance studies
- State tax planning and nexus studies
- Captive insurance company structuring
- Joint venture platform
- Tax planning for asset acquisition and disposition activity
- Tax planning for tax-exempt investors, including pension plans, endowments, foundations and municipalities
- Analysis for capital versus current expenditures
- Compensation planning, including partnership options and profit interests
- Asset tracking and depreciation calculations, including assistance with establishing a tax capitalization policy
- Property tax

**View additional tax services** 



Tax services 5

# REIT testing services

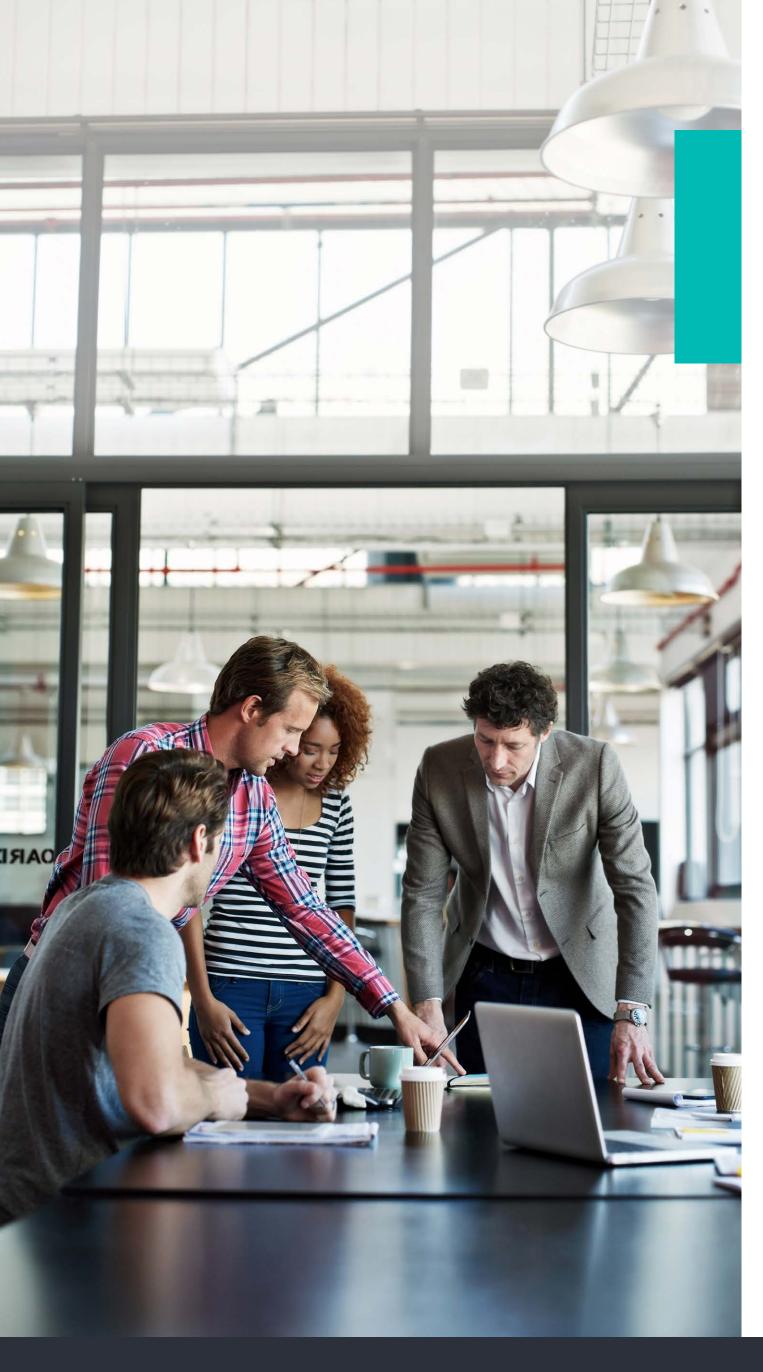
To maintain its filing status, a real estate investment trust (REIT) must satisfy various quarterly and annual tests. While this testing may be performed by the REIT, it can be challenging and time-consuming. Leveraging an experienced third party like Baker Tilly can give you peace of mind and save you time, without compromising quality.

We work with many public and private REITs including equity, mortgage and hybrid REITs. Our professionals are focused on the industry and subject matter, ensuring familiarity with your business to provide you realistic ideas and solutions. In addition, our principals are actively involved in every client engagement to ensure timely, responsive service.

- Testing includes thorough review of the following areas:
- REIT quarterly asset and income testing
- REIT consulting, structuring and diligence
- ASC 740 calculations for taxable REIT subsidiaries
- Distribution testing
- Personal property testing
- Taxable REIT subsidiary testing
- Organizational requirement testing
- Impermissible tenant service income testing
- Prohibited transaction testing
- Unrelated business taxable income testing for pension-held REITs
- Annual "earnings and profits" calculations for shareholder reporting
- 1099-DIV reporting and state withholdings filings



REIT testing services 6



# Accounting and assurance services

Our specialized assurance professionals train and operate on a risk-based model relying on a close understanding of your business, the real estate industry and internal controls. We strive to maximize the quality, objectivity and effectiveness of our assurance services while minimizing inefficiency by offering:

- Audit, review and compilation services
- Financial statement audit
- Employee benefit plan audit
- Operating expense audits
- Lease accounting (ASC 842 and GASB 87)
- Lease abstraction
- Public company audit
- Internal audit and controls
- IT audit
- System and Organization Controls (SOC) reporting
- Sarbanes-Oxley (SOX) compliance services
- Merger and acquisition due diligence
- Property valuation
- Agreed-upon procedures
- Reporting requirements
- Financial statement preparation consulting

View additional audit services

Engagement team management is heavily involved and visible in every step of the assurance process:

Preserving the continuity of our planned approach throughout

Maximizing efficency to reduce your staff's time commitment

**Ensuring the right conclusions are reached** 

**Communicating regulary to avoid surprises** 

# Financial advisory services



We provide comprehensive financial advisory services tailored to the real estate sector, guiding clients through every stage of the investment lifecycle—from acquisition to exit. Whether you're navigating a complex transaction, evaluating investment opportunities, or planning strategic growth, our team brings deep industry knowledge and a collaborative approach to help you achieve your goals. We understand the nuances of real estate markets and offer insights that simplify decision–making, mitigate risk and maximize value by offering:

### **Pre-transaction and acquisition support**

- Buy-side market analysis
- Financial and tax due diligence
- Lease review and abstraction
- Common Area Maintenance (CAM) reconciliations
- Argus and rent roll diligence
- Market rent studies and assumption testing
- Transaction structuring and deal pricing analysis
- Scenario evaluation

8

### Post-close and integration services

- Financial integration and deal accounting
- Interim management and project accounting support
- Systems implementation and project management
- Post-close dispute resolution and forensic support

### Valuation and reporting

- Entity, property and fractional ownership valuations
- Purchase price allocations (GAAP and tax)
- Ongoing fund-level valuations for investor reporting
- Real estate litigation and investigative services

### **Exit planning and wealth diversification**

- Exit strategy design and shareholder proceeds planning
- Wealth management advisory
- Diversification into market alternatives

Financial advisory services



# Real estate valuation and advisory

The need for specialized valuation and advisory services is ever increasing in today's complex business and regulatory environment. The valuation of commercial real estate assets and fractional interests in the context of financial and tax reporting, portfolio valuation, management planning, estate planning and transaction diligence is at the center of many important strategic and financial decisions, making the selection of a valuation consultant a critical choice.

When you are in the market to add large commercial real estate holdings to your portfolio, accurate information and timing can make or break the deal. Baker Tilly brings you a wealth of knowledge and experience in assisting with transactions for large, complex commercial real estate assets and entity-level.

# **Diligence**

- Commercial real estate market diligence
- Common Area Maintenance (CAM) reconciliations
- Lease review and abstraction
- Argus and rent roll diligence

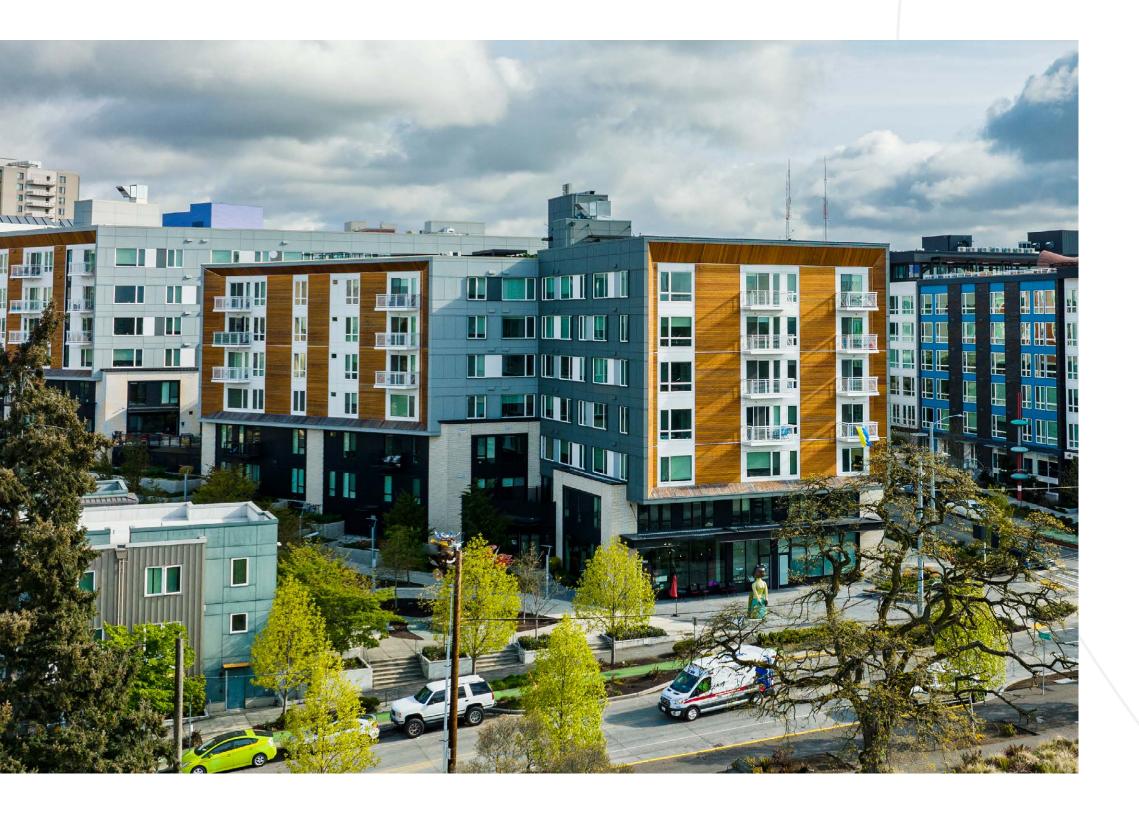
# **Valuation**

- Financial reporting valuations for GAAP (ASC 805, ASC 360 and ASC 842)
- Tax (IRC 1060, gift and estate)
- Periodic fair value reporting
- Appraisals (management planning, impairments and estate planning)
- Buy-side market pricing analysis

# **Advisory**

- Scenario and strategy analysis
- Portfolio optimization
- Succession planning
- Waterfall modeling and review
- Benchmarking of fund manager affiliate services for SEC compliance and investor reporting
- Market studies
- Expert testimony and litigation support
- Real estate damages analysis
- EB-5 business plan feasibility studies
- Financial model build and consulting
- Highest and best use
- Development feasibility and advisory
- Public sector and higher education P3 advisory
- Asset management services and consulting

# Real estate transaction advisory



# **Multifamily housing**

Housing is a complex industry where success requires a balance of meeting community needs, managing costs, and maintaining compliance. Our clients trust our proactive and experienced advice to manage compliance, development, risk and other strategic and operational issues. With a collaborative approach to delivering integrated solutions, audit committees, boards, owners, management and community stakeholders rely on our insight in this multi-faceted industry.

Our housing practice provides services to developers, property owners, property managers, state housing credit agencies and municipalities, public housing authorities, public-private partnerships, syndicators and investors and is one of Baker Tilly's highly specialized industry groups. Our experienced team of audit, tax, transactions and business advisory professionals serve the key players among many types of housing, including:

- Affordable housing
- Market rate housing
- Public housing
- Student housing
- Workforce housing
- Faith-based housing
- Tribal housing
- Senior housing
- Skilled nursing and assisted living facilities

Success in the housing industry requires a deep understanding of complex real estate transactions, a passion for supporting the mission of community stakeholders and acommitment to the financial and operational health of your organization in an increasingly-regulated environment. Our clients benefit from collaboration of service teams tailored to their organization.

**Learn more** 



# **Impact analysis**

Impact analysis is the measure of the value to a community and/or developer derived from investment in a particular project. An in-depth impact study and analysis is used to evaluate the potential return on investment (ROI) from a community, developer or investor perspective. Our methodology assesses quantitative and qualitative impacts of development options, assisting developers and municipal leaders to capitalize on market potential, create maximum community impact and optimize ROI. A Baker Tilly impact analysis includes:

- Utilization of an economic impact study to determine quantifiable effects on job creation, housing, new real property construction and direct spending
- Comprehensive fiscal impact analysis of the proposed development on property values and property tax revenues, municipal operations and infrastructure expenditures and specific impact to residents
  - Fact-finding to uncover how the proposed project financing impacts property tax increment and estimated school enrollments
  - Evaluation of sales and income tax collections
  - Assessment of the potential catalytic impact of the development including retail sales analysis, indirect and induced economic benefits

# Housing market studies

Real estate developers can not afford to assume that anywhere they build, renters or buyers will want to move in, which is where a housing market study comes in to play. A housing market study is a comprehensive review of the housing market for a defined area. Baker Tilly specialists can conduct a housing market study to help guide your unit mix, amenities and rental rates to ensure compliance with local thresholds before beginning to build.

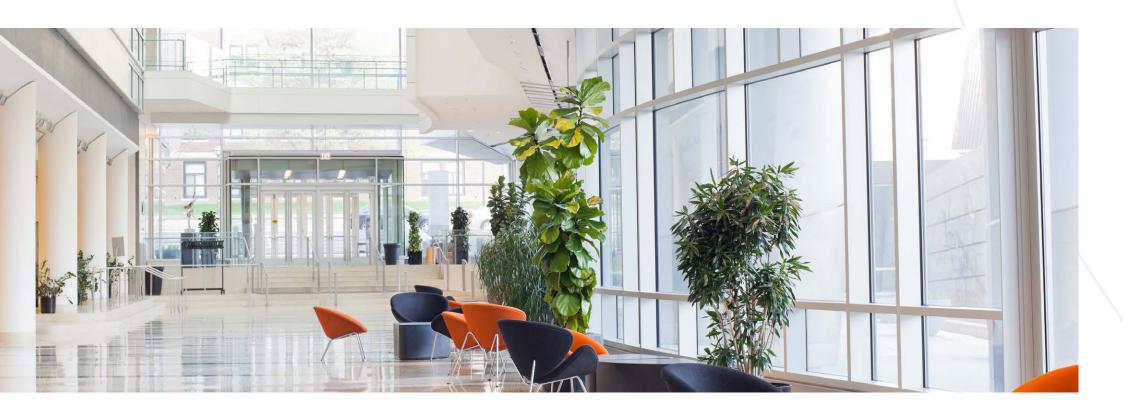
Baker Tilly offers studies and services tailored to your needs:

- Section 42 low-income housing market studies
- Market rate multifamily and elderly housing market studies
- Market rate elderly assisted living market studies
- Market surveys that define and refine market demand, facilitate development design and identify tenant base potential
- Analysis of demographic characteristics, geographic factors, mobility patterns and general area perceptions
- Financial pro forma analysis for residential, commercial and industrial developments
- Innovative financing and investment strategies for all types of real estate developments

# Development team supplemental support

Real estate development is a complicated process that requires a creative vision and robust knowledge and experience to bring it to life. It involves the organization of many interrelated tasks performed by many highly specialized professionals over a long period, which can often be a drain on an organization's resources. Instead, keep your staff focused on your core business and rely on Baker Tilly to provide the leadership needed to move the development process forward in a controlled and coordinated manner—ultimately helping you establish, refine and deliver your project on time and on budget.

Baker Tilly's team works with owners and investors across all industries on a variety of projects. We leverage robust development experience combined with deep industry knowledge to manage your project from concept to completion.



Project assessment and financial analysis

- Site selection, analysis and evaluation
- Market and due diligence assessment
- Entitlement and zoning analysis
- Preliminary financial structuring, budgeting and modeling
- Project viability evaluation

Development planning, programming and marketing

- Project design and financial programming, visioning and master planning
- Budget and schedule development
- Land acquisition strategy
- Marketing strategy development
- Third-party vendor management

Design and development team coordination

- Design team procurement and oversight
- Zoning/entitlement/ permitting assistance
- Delivery method guidance
- Budget refinement and scheduling
- Design scope of work refinement

Pre-construction and construction

- Construction partner procurement selection
- Constructability review
- Cost, budget, schedule, QAQC, document controls
- Day-to-day project management
- Owner and contractor draw request
- Value engineering management

Project completion and closeout

- Construction contract closeout management
- Construction loan closeout management

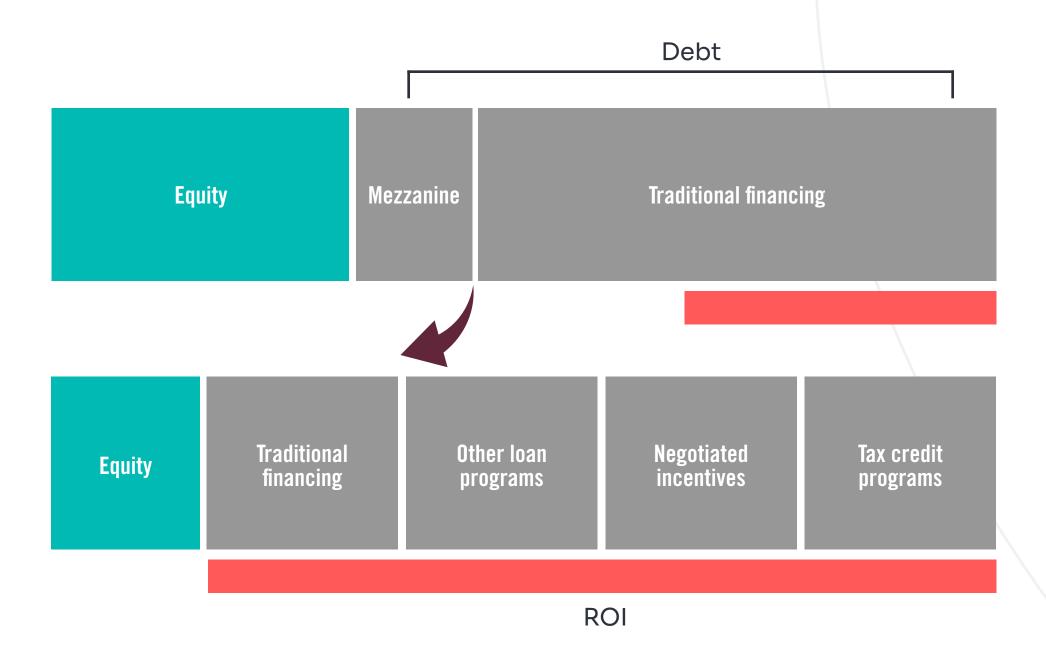
Regulatory review management

View all development advisory services

# **Project finance**

Financing a real estate development project in today's economy is challenging. Stricter lending rules and less available credit mean a higher contribution of equity is needed to fund a project.

Baker Tilly can help you reduce the amount of cash needed for the project and enhance the overall return. Transaction specialists stand ready to optimize your capital stack by leveraging tax credits and incentives, negotiated incentives, and other loan programs to minimize equity requirements.



# Financing projects through tax credits and incentives

The Baker Tilly transaction team is deeply experienced in working with many alternative funding sources including federal, state and local tax credits and incentives; negotiated incentives; and alternative capital:

# Federal, state and local tax credits and incentives

- New markets tax credits
- Energy credits
- Low-income housing tax credits
- Historic tax credits
- Property assessed clean energy
- Other Incentives

# **Negotiated** incentives

- Tax increment financing
- Discretionary grants and forgivable loans
- Low-cost land or lease rates
- Utility rate reductions
- Infrastructure improvements

# **Alternative** capital

- Delaware Statutory Trusts (DSTs)
- State and federal bonding programs
- Local economic development loans
- Opportunity zones
- EB-5 immigrant investor program

Learn more about project finance

Project finance 13

# **New Markets Tax Credits**

The New Markets Tax Credit (NMTC) program was established to stimulate investment opportunities for not-for-profits, operating businesses and real estate projects located in low-income communities. Community Development Entities apply annually to the U.S. Treasury Department for delegated authority to sell these federal tax credits. The proceeds from that sale are then used to fund investments, typically structured as low interest rate loans, in qualifying businesses or commercial real estate developments.

NMTCs were not designed to be a primary source of funding, but they can be an excellent option to fill a gap in funding for projects that make economic sense. NMTC net proceeds can fund up to 20%-25% of a project and are paired with capital campaign proceeds, owner equity, borrowed funds or other available tax credits and incentives.

**Learn more** 

# Delaware Statutory Trusts (DST)

A DST is a separate legal entity formed as a trust under Delaware law. If properly structured, the DST will be classified as a grantor trust for federal income tax purposes, and as a result, the purchaser of a beneficial interest in the trust will acquire an undivided interest in the asset(s) held by the DST as a replacement property in a 1031 tax deferred exchange. A DST is structured so that each beneficiary (investor) owns a beneficial interest in the trust. The managing Trustee of the DST is either the Sponsor or an affiliate of the Sponsor. The DST holds title to 100% of the interest in the property. Tax reporting for a DST is done on a Schedule E using property operating information provided by the Sponsor.

There are potential risks and drawbacks, but many benefits for leveraging a DST. Baker Tilly can help you evaluate if a DST may be worth leveraging in a like-kind exchange.



# **Energy and energy transition services**

With the future of energy shifting from fossil-based systems to more sustainable sources, organizations need to understand the issues around reliability, cost and innovation life cycles. Forward-thinking organizations are preparing now for the future of energy.

No matter your organization's priorities – creating greater sustainability, developing distributed energy resources, improving community services, driving cross industry efficiencies or making your commitment to the "E" in environmental, social and governance (ESG) real, we can help.

We work with real estate organizations to help them understand, evaluate, comply with and profit from the changing energy landscape.

Learn more about energy transition services

The Inflation Reduction Act of 2022 (IRA) is the largest energy incentive legislative effort in U.S. history, providing unique opportunities for the real estate industry. For the first time, owners and developers can obtain tax credit funding through direct payments — for qualifying clean energy or efficiency projects. These tax credits can total as much as 50% or more of the qualifying project costs. Real estate owners and developers may benefit from credits for facilities currently under construction, projects about to start construction or planned future construction.

# **Construction risk management**



Construction projects are highly visible, complex undertakings requiring significant financial commitments. Whether you're spending public or private funds for your construction project, Baker Tilly can be an integral part of helping you monitor the financial risk of your real estate development and construction initiatives so they do not cost more than they should. We work hand in hand with our client's development and construction team from contract negotiation through the final pay application, mitigating project financial risk by providing independent financial oversight and advising on financial controls. Our construction risk management strategy can help you avoid surprises related to your construction project budget, policies and ethics.

Baker Tilly's construction risk management team understands how owners and contractors work. We implement project cost control systems, perform construction audits, design performance benchmark and management systems and serve as advisors to senior management. We have a dedicated team focused on construction risk management. This means you have a seasoned team focused on your project

# From pre-construction to post-construction, we offer services including:

- Construction contract review and negotiation
- Construction contract compliance and cost control
  - Contractor RFP, selection assistance and bid review
  - Cash flow and budget analysis
  - EEO and regular labor compliance monitoring
  - Pre-construction monitoring
  - Construction project accounting
  - Construction contract risk analysis
  - Construction contracting strategy and development
  - Controls and contract compliance testing
  - Project controls design and implementation
  - Draw management

16

Continuous financial monitoring

- Project monitoring
- Construction draw coordination
- Project budget reporting
- Construction claims support
- Construction litigation support

View additional resources and information

Construction risk management

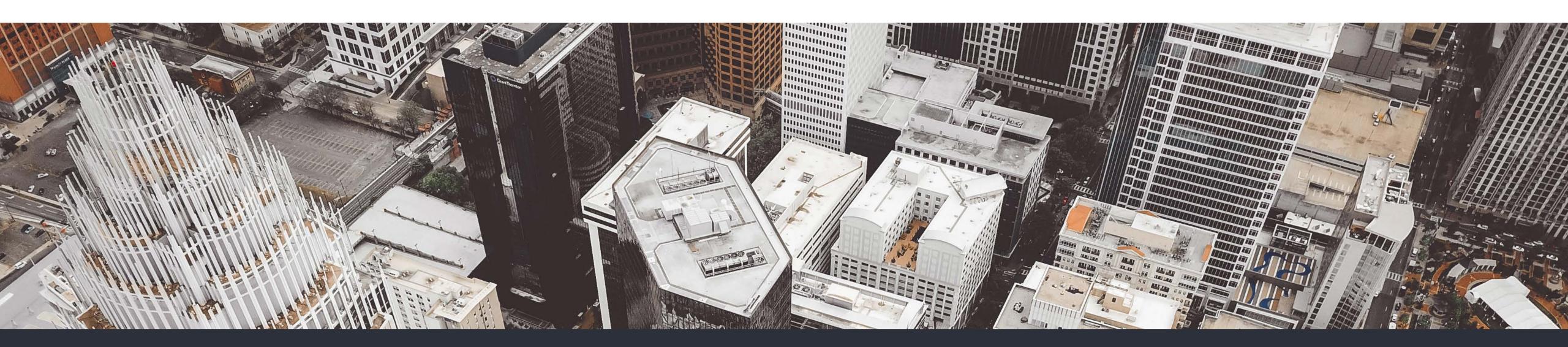
# Client accounting services

Real estate industry professionals demand quality information to drive decisions, a platform to enable process automation and data analytics to identify trends and risk areas across their business. Our client accounting services (CAS) practice utilizes our deep industry specialization and a technology-enabled platform to deliver an outsourced accounting solution that can be customized for the information and automation needs of property management and asset management.

Whether you are looking to outsource your entire accounting department or property accounting for a single property, our CAS advisors will work with you to create a customized solution that meets your needs.

**Learn more about real estate CAS** 

- Month-end financial reporting
- Debt covenant reporting and management
- Construction draw management
- Document administration
- Transactional accounting
- Cost segregation
- Property management accounting administration and training
- Income tax preparation and/or support
- External audit support
- Job cost
- General ledger/AP/AR module administration
- Lease administration
- CAM/RE tax true-up, CAM estimates and CAM reconciliation
- Treasury administration
- Fixed asset administration
- Budgeting
- Year-end closing
- 1099 preparation



17

Client accounting services

# Private equity fund administration



Baker Tilly utilizes best-in-class technology, Investran and Investran Data Exchange, to provide reporting and enhanced transparency to investors and key stakeholders while helping funds scale operations efficiently. Our team has the requisite expertise to perform financial analysis, account for complex transactions, prepare and facilitate investor reporting, manage cash flow and liquidity, remediate prior periods and provide best practice guidance.

Additionally, our experienced team has the ability to perform back-office services to consolidate vendor relationships and truly provide a one-stop shop for your fund's accounting and administrative needs. Our private equity fund administration services:

- Provides full fund administration, including accounting and investor relations, fund performance reporting, middle and back-office accounting and general consulting for investment firms
- Functions as a seamless extension of your team, reducing the administrative burden of accounting and reporting requirements
- Allows general partners to remain focused on deploying capital and building new investor relationships
- Utilizes institutional-level technology platforms, including Investran, to help funds scale operations efficiently while providing enhanced reporting and transparency to investors and key stakeholders
- Has the experience and ability to perform CFO and controller services to reduce expensive in-house head count
- Holds a deep understanding of the capital life cycle, from fundraising through wind down and will be a trusted financial advisor throughout the life of the fund



- Review fund agreement(s)
- Maintenance of general ledger and supporting lead sheet schedules
- Preparation of investor capital accounts and allocation of activity
- Management fee calculations
- Preparation of performance and return calculations at the fund and deal level
- Process credit facility borrowings and repayments and calculate loan compliance requirements



# Treasury services

- Facilitation of bank account openings and closings
- Administration of online banking portals, including processing of recurring and ad-hoc cash movement requests
- Review and tracking of wire and checks for fund and fund-related entities
- Reconcile bank accounts on a monthly basis
- Track payable balances, including intercompany receivables and payables



# Capital event management

- Preparation and distribution of capital call letters to investors, including tracking and communicating the receipt of all contributed capital
- Preparation and dissemination of distribution notices to investors, including cash movement oversight and ensuring wires are fully processed
- Evaluate the fund's position within the distribution waterfall and, where applicable, include the impact of carried interest
- Evaluate fund liquidity needs and proactively propose capital events based on fund operations and investment activity



# Financial reporting

- Preparation of financial statements and footnotes for the annual audit of the fund
- Coordination with the fund's tax preparer and preparation of required supporting documentation
- Management of the annual audit process, including preparation of supporting workpapers and acting as primary point of contact for audit team



# **Investor relations**

- Provide and manage web-based portal for investor reporting and communication from the fund to its investors
- Maintain database of investors contact information
- Distribution of fund correspondence in a single location: capital calls, distribution notices, quarterly and annual financial statement reports, investor capital statements, K-1s, and general investor relations correspondence
- Prepare and manage investor requests
- Assist with fundraising-related due diligence questionnaires

**Learn more about fund administration** 

# ESG and sustainability solutions

# **Building a sustainable future**

Environmental, social and governance (ESG) has emerged as much more than a responsibility for the real estate industry. It's an opportunity to build a more sustainable business and a key differentiator to enhance relevancy and trust with organization stakeholders throughout the real estate lifecycle. There is rising pressure from regulators, investors, employees, customers and the community at large for organizations to track, manage and report ESG and sustainability data, goals and progress. Organizations that address these pressures can differentiate themselves from competitors and maximize financial performance.

Action towards an intentional and strategic ESG and sustainability roadmap will help your organization:

- Manage ESG-related risks
- Enhance recruiting and retention
- Reduce costs
- Realize energy efficiencies
- Prepare for regulatory reporting and compliance requirements
- Heighten market competitiveness
- Drive growth

Learn more about ESG and sustainability

# **ESG** risk and materiality

- Identify and assess ESG elements
- Prioritize elements and develop action plans
- Communicate results through assessments

# Sustainability strategy and transformation

- Provide ESG education and training
- Develop a strategy
- ESG roadmap development

# **Energy transition and ESG tax**

- Energy transition services
- Meet net zero commitments for clean energy transition
- Identify renewable energy solutions
- Leveraging the ever.green tool to buy and sell tax credits

# **ESG** reporting and readiness

- Greenhouse gas emission reporting
- Sarbanes-Oxley and internal controls
- Collect data to measure and analyze

# **ESG** assurance, climate risk and impact

- Independent reporting assurance
- Internal audit alliance

# **Community resiliency**

- Housing and homelessness solutions
- Public private partnerships
- Human capital strategies
- Economic development

20

# Risk advisory services

Real estate faces a complex regulatory environment, which demands a different level of specialized and personal attention. To realize the full potential of your assets and respective businesses you must balance effective and reliable governance and compliance procedures with profitable growth strategies.

We have helped real estate organizations address key potential risk areas, including:

# Risk, internal audit, cybersecurity and regulatory compliance

- Sufficiency of internal resources
- Governance and protection of data and technology
- Operational audit requirements
- Cybersecurity breaches
- SOX non-compliance
- Incomplete policies and procedures
- Segregation of duties
- Fraud investigations and forensic accounting

# Geographically dispersed real estate property locations

- Decentralized and inconsistent policies and procedures
- Manual adjustments and reconciliation discrepancies
- Fraud and waste
- Site operations
- Asset and portfolio management
- Billing and budget management
- Pricing and leasing compliance

# Use of third party vendors and outsourcing arrangement

- Due diligence processes for third-party vendor selection
- Sufficiency of performance management and monitoring
- Excess costs or time spent with vendors
- Information privacy and security
- Due diligence process
- Vendor management and subcontractor monitoring



Risk advisory services 21

# Solutions to meet your needs

### Internal audit and property management internal controls

Protect your assets and plan for the future while increasing the efficiency, effectiveness and overall performance of your internal audit function.

- Co-sourced or outsourced internal audit
- Internal controls documentation and testing
- Quality assurance reviews
- Operational audits
- Informational technology audit

# Sarbanes-Oxley (SOX) readiness and compliance

Our SOX compliance methodology is grounded in industry-recognized frameworks and is based on the top-down, risk-based approach that helps real estate investors adapt to the increased complexities of today's business environment.

- Implement risk assessment process
- Identify and document financial reporting process
- Identify and test key risks and controls
- Evaluate results and support any necessary corrective action
- Streamline SOX process to minimize waste
- Address IT SOX compliance and controls needs

### Cybersecurity, privacy and IT risk

Achieve measurable security enhancements and performance improvements so assets are secure, reliable and effective in meeting the needs of your organization.

- Application security
- Cybersecurity risk assessment
- Disaster recovery and business continuity
- IT effectiveness and governance
- IT operations
- Infrastructure stability
- Controls implementation
- Contract compliance
- Policies and procedures
- Vulnerability management
- Virtual CISO

### Fraud detection and prevention

Mitigate the risks, costs and effects of fraud, abuse and corruption.

- Segregation of duties audit
- Vendor master file audit
- Cash disbursement file audit
- Manual journal entry testing
- Continuous monitoring and red flag reporting

Risk advisory services 22

# Digital solutions

Baker Tilly's digital solutions packages our analytic and advanced technology service offerings and combines them under one integrated suite of capabilities. Digital transformation provides organizations the opportunity to become more efficient, transparent and insightful so you can build a more meaningful relationship to your next generation of customers. By combining digital strategies, innovative thinking and technology, Baker Tilly's digital solutions can help unlock the true potential of your organization.

As you modernize your real estate company, keep in mind these key digital solutions service offerings:

Learn more about digital solutions

- Application services
- Application development operations transformation
- Application software engineering
- Application integration
- Cloud services
- Cloud strategy and transformation
- Cloud migration, modernization and optimization
- Cloud custom native applications
- Data solutions
- Data strategy and program capabilities
- Data visualization
- Enterprise data analytics modernization
- Data governance and data management
- Advanced analytics and machine learning
- Enterprise solutions
- Selecting, implementing or optimization of an enterprise technology solution including Oracle, IFS, Plex, Sage Intacct
- Transformation services
- Strategy assessments and road maps
- Business application strategy and evaluation
- Program design and execution
- Organizational readiness advisory



Digital solutions 23

# U.S. inbound real estate services

Foreign investors or developers with real estate in the U.S. face a unique set of obstacles. Whether this is your first opportunity to expand your portfolio or you have been a long-time U.S. real estate owner/investor — dealing with complicated tax compliance, increased liabilities, complex investment structures and development needs is no easy feat. With the right advisor, you can receive efficient tax planning and structuring, investment due diligence and development assistance to ensure you capitalize on the right opportunities for your organization.

Baker Tilly's unique platform of combining tax, accounting, development, finance and appraisal professionals that specialize in the real estate industry allows us to represent foreign investors and developers in a very broad and efficient manner. We provide a wide array of services needed to thrive in a challenging environment.



- Ownership structure consulting
- Application of the Foreign Investment in Real Property Tax Act
- Witholding tax considerations
- Federal, state and local tax return preparation services
- Tax planning for asset acquisition and disposition activity
- Section 1031 exchange planning
- Cost segregation services and other cost recovery tax planning
- Tax credits and incentives



- Audit, review, and compilation services
- Operating expense audits
- Internal audit and internal controls
- Sarbanes-Oxley (SOX) compliance services
- Lease abstraction
- Acquisition due diligence



# **Consulting services**

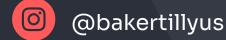
- Real estate valuation and advisory services
- Outsourced accounting services
- Property manager operational/compliance reviews
- Technology risk services, including cybersecurity
- Fraud and forensics
- UPREIT and DownREIT partnership planning

# Contact us

Baker Tilly is a leading advisory, tax and assurance firm, providing clients with a genuine coast-to-coast and global advantage in major regions of the U.S. and in many of the world's leading financial centers – New York, London, San Francisco, Seattle, Los Angeles, Chicago and Boston. Baker Tilly Advisory Group, LP and Baker Tilly US, LLP (Baker Tilly) provide professional services through an alternative practice structure in accordance with the AICPA Code of Professional Conduct and applicable laws, regulations and professional standards. Baker Tilly US, LLP is a licensed independent CPA firm that provides attest services to its clients. Baker Tilly Advisory Group, LP and its subsidiary entities provide tax and business advisory services to their clients. Baker Tilly Advisory Group, LP and its subsidiary entities are not licensed CPA firms.

### LET'S CONNECT







+1 (800) 362 7301

Baker Tilly Advisory Group, LP and Baker Tilly US, LLP, trading as Baker Tilly, are independent members of Baker Tilly International, a worldwide network of independent accounting and business advisory firms in 143 territories, with more than 47,000 professionals and a combined worldwide revenue of more than \$6 billion. Visit bakertilly.com or join the conversation on LinkedIn, Facebook and Instagram.

Baker Tilly Advisory Group, LP and Baker Tilly US, LLP, trading as Baker Tilly, operate under an alternative practice structure and are members of the global network of Baker Tilly International Ltd., the members of which are separate and independent legal entities. Baker Tilly US, LLP is a licensed CPA firm that provides assurance services to its clients. Baker Tilly Advisory Group, LP and its subsidiary entities provide tax and consulting services to their clients and are not licensed CPA firms. The name Baker Tilly and its associated logo is used under license from Baker Tilly International limited. The information provided here is of a general nature and is not intended to address the specific circumstances of any individual or entity. In specific circumstances, the services of a professional should be sought. Tax information, if any, contained in this communication was not intended or written to be used by any person for the purpose of avoiding penalties, nor should such information be construed as an opinion upon which any person may rely. The intended recipients of this communication and any attachments are not subject to any limitation on the disclosure of the tax treatment or tax structure of any transaction or matter that is the subject of this communication and any attachments. © 2025 Baker Tilly Advisory Group, LP

