



WESTERN NATIONAL GROUP

Land Acquisition Criteria

Western National Group (“WNG”) was formed in 1958 to own and develop multifamily properties. Since its inception, the company has acquired or developed more than 40,000 apartment units. WNG has a portfolio under management of more than 23,000 apartment units. The company maintains relationships with several institutional, public, and private capital partners.

Location: Throughout Southern California. WNG has had success in a broad range of Southern California markets including urban and suburban, coastal and inland. All locations will be evaluated. Note that sites outside of Southern California are evaluated on a case-by-case basis.

Program: Primary focus is the development of new market-rate apartment communities. WNG has also had success with the development of affordable and age-restricted apartments. All programs will be considered.

Parcel Size: Approximately 1 acre (urban areas) and larger.

Project Size: Projects are evaluated on a case-by-case basis. Depending on the location, projects as small as 100 units or as large as 500+ units may be of interest.

Existing Use: Existing commercial buildings on a site are o.k., and will be evaluated.

Existing Entitlements: Open to either unentitled or entitled sites. We are experts at re-entitling sites from other uses to residential.

Current Projects: Brea, Rancho Mission Viejo, San Jose, and Colorado Springs.

Terms: Either fee purchase or long-term ground lease is acceptable. Joint venture structures with land owners are also considered, and have been successfully executed multiple times.

Land Acquisition Contacts

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