



IRA J. GINSBERG
Founder and Owner, Ginsberg Property Group

Ira J. Ginsberg is the Founder and Owner of **Ginsberg Property Group (GPG)**, a company specializing in the acquisition, development, rehabilitation and management of rental multi-family communities throughout the Southeastern United States.

With nearly 20 years' experience investing in multi-family apartment communities, Mr. Ginsberg maintains an impeccable reputation and well-known record that spans areas that include: budget, occupancy, schedule and all aspects of property management.

EDUCATION

Bachelor of Science Degree in Business Administration (1982)
The American University, Washington, D.C.

TAX & REAL ESTATE CONSULTANT

From 1982-1985, Mr. Ginsburg worked as a tax and real estate consultant for Reznick, Fedder and Silverman in Washington, DC and Laventhol & Horwath in Philadelphia. His areas of focus included reviewing and structuring real estate investment transactions for local and national developers, syndicators and owners.

Mr. Ginsberg went on, in 1986, to join Franklin Realty Inc., also in Philadelphia, as part of the national real estate and syndication firm's national team.

GENERAL PARTNER, GINSBERG PROPERTY GROUP

In 1991, Mr. Ginsberg formed joint venture partnerships to act as a General Partner in what went on to become Ginsberg Property Group and its initial acquisition of multi-family properties.

Now in his 18th year as GPG's principal, Mr. Ginsberg is primarily responsible for all aspects of the firm's portfolio. In this capacity, he also oversees

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- Negotiating acquisition terms;
- Planning the development and construction process;
- Financing structuring to insure maximum returns for the projects; and
- All property management for the portfolio.

ACCOMPLISHMENTS & EXPERTISE

As a result of nearly two decades dedicated to multi-family apartment community investment, Mr. Ginsberg and GPG are proud to claim the following:

- **A proven track record** of successful property renovation, including more than 2,000 units.
- **Current or prior ownership of more than 3,100 apartment units** representing in excess of **\$200,000,000** in value throughout the Southeastern United States including Florida, Georgia, Tennessee and South Carolina.
- As General Partner, Mr. Ginsberg and GPG have never lost a property to foreclosure or bankruptcy.
- Completion in January 2000 of the *Heron Reserve Apartments* development - a 272-unit project in Charleston, SC under the HUD section 221(d)(4) (project #054-35572). The project total development costs were \$17,600,000. The current value is in excess of \$24,000,000.
- Completion in February 2002 of the *Tuscany Bay Apartments* development, a 370-unit project in Tampa, Florida for total development cost of \$27,000,000. In September 2004, Project was sold for \$32,800,000.
- Six properties or **1,520 units sold** throughout the Southeastern United States including Florida, Georgia and Tennessee generating investment returns from 25 % - 47%.

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