



Developers Roundtable

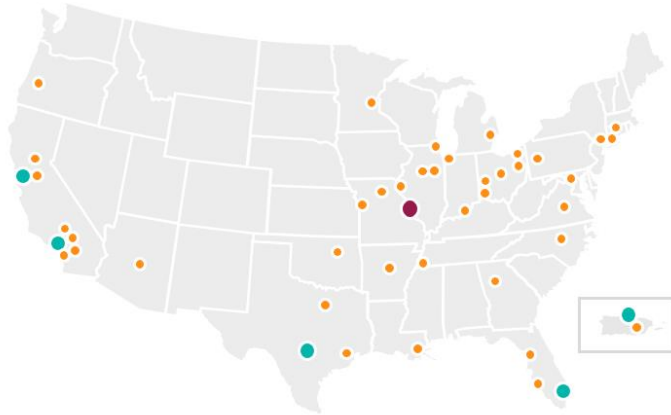
Adhi Nagraj

**Chief Development Officer
McCormack Baron Salazar**

February 22, 2024



McCormack Baron Salazar



- Corporate Office
- Regional Development Office
- Development City

 **25,000**
Homes

 **\$5.2 billion**
Total Investment

 **15 CNIs**
More Than Any Other Developer

 **1.6 million**
Square Feet of Office Space



McCormack Baron Salazar



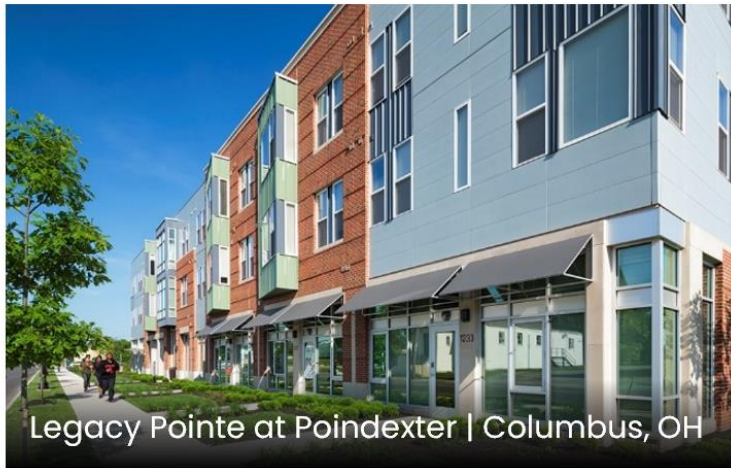
Alice Griffith | San Francisco, CA



East Meadows | San Antonio, TX



Cornerstone Village | Pittsburgh, PA



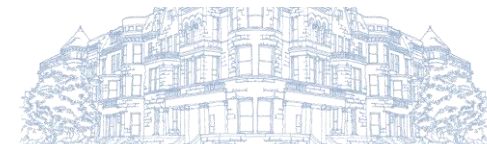
Legacy Pointe at Poindexter | Columbus, OH



Foote Park at South City | Memphis, TN



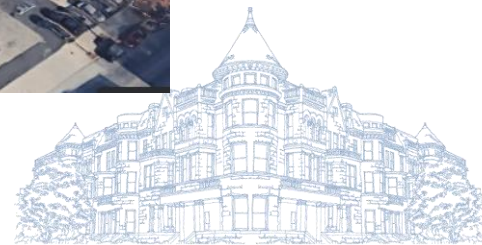
Beecher Terrace | Louisville, KY



McCormack Baron Salazar – Baltimore, MD



McCormack Baron Salazar – Baltimore, MD



McCormack Baron Salazar – Baltimore, MD



McCormack Baron Salazar – Baltimore, MD



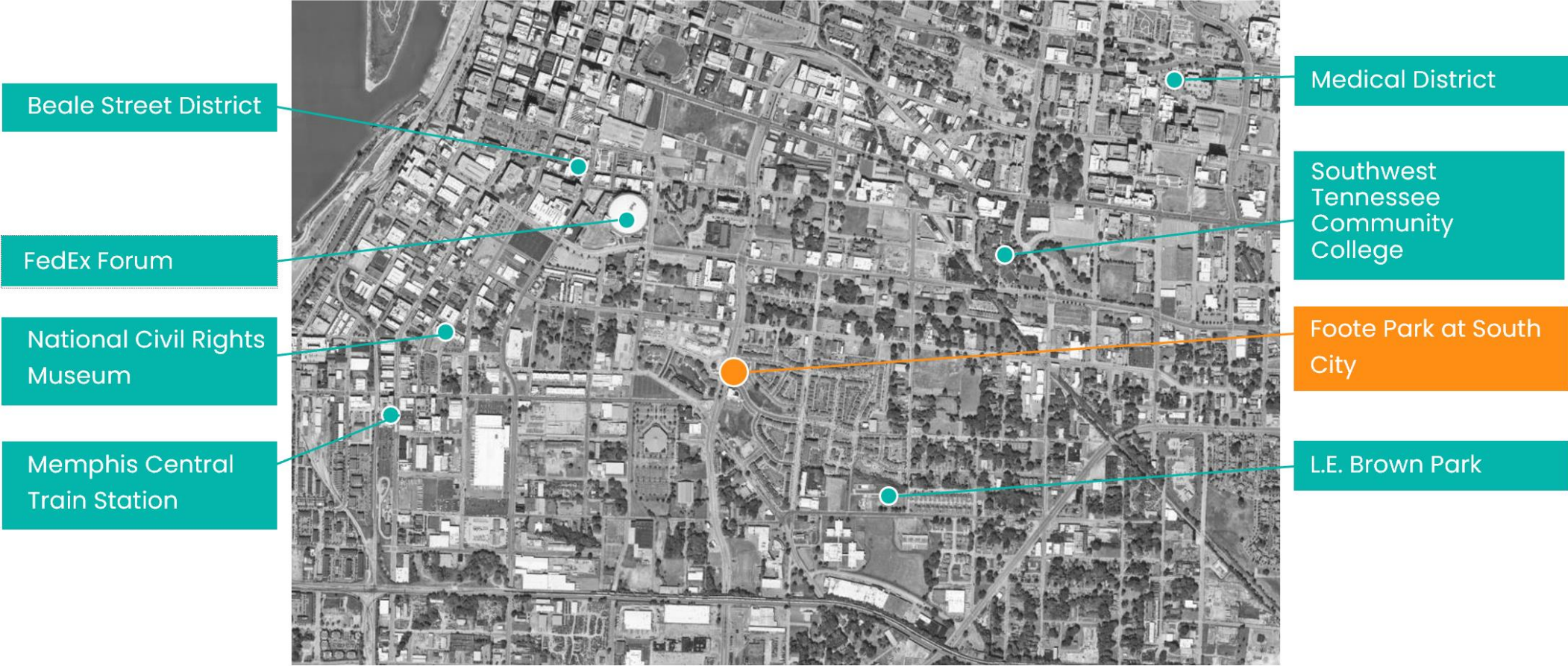
McCormack Baron Salazar – Baltimore, MD



McCormack Baron Salazar – Baltimore, MD



McCormack Baron Salazar – Memphis, TN



McCormack Baron Salazar – Memphis, TN

 **420**
Housing Units

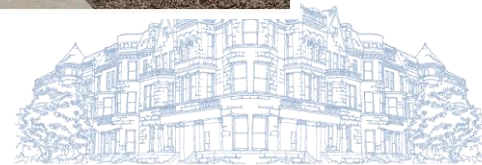
- Completed in 1940
- The last large multifamily public housing site in Memphis



McCormack Baron Salazar – Memphis, TN



McCormack Baron Salazar – Memphis, TN



McCormack Baron Salazar – Memphis, TN



McCormack Baron Salazar – Oakland, CA



McCormack Baron Salazar – Puerto Rico



McCormack Baron Salazar – Puerto Rico



McCormack Baron Salazar – Ongoing Issues

- **Financing – credit delivery, construction schedules, conversions, income averaging, syndicators**
- **Deal Structures - turnkey**
- **Construction Costs, Schedules, Accurate Estimating**
- **Insurance**
- **Energy**



McCormack Baron Salazar

