

About Us:

Eighteen Capital Group (ECG) is a boutique private equity firm/family office focusing on real-estate-specifically value-add multifamily investments. Deploying primarily partner and closely-related capital, ECG currently employs approximately 200 professionals and is headquartered on the Country Club Plaza in Kansas City, MO. ECG currently owns 6,614 apartment units in twenty U.S. markets.

The founding Principals of ECG are Michael Gortenberg and Scott Asner. Key Partners include Isaac Gortenberg, Christopher Thomson, and Jeffrey Gibbs.

Residents of our properties enjoy a commitment to service and our continual efforts to innovate and improve their living experience. We are also dedicated to providing the Eighteen Capital Group team with a fun, positive work environment. Various social and team-building outings, exceptional benefits and a merit-based culture make ECG the strong community it has become. Positive results and hard work are rewarded with increasing responsibilities, challenges and compensation, making ECG a stimulating workplace for in-house employees and property management teams alike.

Within the multifamily brokerage community, Eighteen Capital Group has differentiated itself from many of its peers in the current cycle by focusing on certainty of close and by utilizing:

- short due diligence periods
- in-house equity
- cash purchases with no debt financing contingencies in-house employees and property management teams alike.

To our Capital Partners, we pledge:

- A highly disciplined acquisition approach in which we adhere with conviction to our core investment values and return metrics.
- State-of-the-art reporting
- Property and Asset Management driven by Best practices. ECG continually searches for opportunities to enhance total net income and reduce total net expense in every single aspect of property operations. This includes sophisticated rent-optimization software, survey-driven resident satisfaction initiatives and online marketing/reputation enhancement, aggressive property tax advocacy, pooling of insurance costs, “green-retrofit” utility expense reduction and other efficiencies.

Select Multifamily Transactions

Courtyards Apartments-Kansas City, MO
Dove Tree Apartments-San Antonio, TX
Ashton Place Apartments-Galveston, TX
Mitchell's Park Apartments-Atlanta, GA
Oaks of Baytown Apartments-Houston, TX
Quay Point Apartments-Houston, TX
Spurlock North Apartments-Nederland, TX
Tiffany Square Apartments- Houston, TX
Royal Ridge Apartments-Kansas City, KS
Avondale Apartments-Little Rock, AR
Sunset Place-Pine Bluff, AR
Patriot's Place-Florence, South Carolina
Villas of Windcrest Apartments-San Antonio, TX
Nottingham Place Apartments-Kalamazoo, MI
Summer Trace Apartments-Memphis, TN
Concord Chase Apartments-Atlanta, GA
Strawbridge Green Apartments-Indianapolis, IN
Bay Colony Apartments-Killeen, TX

Hillcrest Woods Apartments-Indianapolis, IN
Bear Creek Apartments-Euless, TX
Ridgeview Apartments-Oklahoma City, OK
Quail Run Apartments-Columbia, SC
Aspen Woods Apartments-Greensboro, NC
Misty Creek Apartments-Greensboro, NC
Wendover West Apartments-Greensboro, NC
LeMans at Lawndale Apartments-Greensboro, NC
Lexington Commons-Greensboro, NC
Canyon Ranch Apartments-Amarillo, TX
Lighthouse Apartments-Amarillo, TX
Summer Wind Apartments-Austin, TX
Park South Apartments-Kansas City, MO
Gladstone Square Apartments-Gladstone, MO
Northwood Village Apartments-Gladstone, MO
Vienna Square Apartments-Gladstone, MO
Springtree Apartments-Columbia, SC
Applewood at the Coves-Kansas City, MO

Acquisition Program Criteria

Asset Type: Multifamily

Asset Class: "A Minus" to "C Plus"

Size: 125 units and up

Location: MSA of 250,000 minimum population

Ownership: Lender, Servicer, or Private

Value Add Component: Sub-Optimal Management • Deferred Maintenance • Exterior/Interior Upgrade Opportunity • Green Retrofit

ECG Can Move Quickly When Necessary

Example: Concord Chase Apartments- Atlanta, GA

- Purchase and Sale Agreement executed with non-refundable earnest money
- Property closed for cash six days later

Acquisition Contacts

Christopher Thomson

Partner and Director of Multifamily Investments

Eighteen Capital Group

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Christopher Thomson is a partner and serves as Director of Multifamily Investments for ECG. Christopher received his Bachelor of Science degree in Finance from The Warrington College of Business Administration at The University of Florida and his Master of Science degree from the Sloan School of Management and the Department of Urban Studies and Planning at the Massachusetts Institute of Technology. Together with partners, Christopher has acquired 6,614 apartment units.

Colin Riesman

Senior Acquisition Associate

Eighteen Capital Group

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Colin Riesman serves as the Senior Acquisition Associate for ECG. He received his Bachelor of Science degree in Accounting and Masters of Accounting from the University of Kansas-Lawrence.

Broker/Seller References

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