



ADVISORS FOR REAL ESTATE INVESTORS & DEVELOPERS

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ADVISORS FOR REAL ESTATE INVESTORS & DEVELOPERS

STRATEGIC, SEASONED COUNSEL

HAWK founder Tim Hawthorne offers perspective and guidance from over 30 years experience in designing custom value creation solutions for real estate investors and developers to advance their business planning, platforms, and strategies.

FOR REAL ESTATE INVESTORS

HAWK matches and guides the most capable and appropriate development expertise and capital for land and building owners to achieve their goals. The result: investor asset and portfolio value are maximized in an efficient and timely manner.

FOR REAL ESTATE DEVELOPERS

HAWK matches capital and opportunities for visionary, exceptional developers seeking to maximize value for their business platforms, projects and portfolios.

TEAM APPROACH

HAWK accesses a rich ecosystem of relationships, experts and resources; the capabilities of your advisory team, combined with ultra-sharp vision, perspective, and focus — qualities of a hawk — helps you maximize value creation opportunities and achieve measurable results.



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Tim Hawthorne

Tim Hawthorne has served as a leader in real estate investment for over 30 years — with expertise in equity, debt, structured finance and principal investing. While personally directing billions of dollars in transactions, Tim and his project teams have produced tangible results — through all stages of the real estate investment cycle — with a client-first approach, creativity, and independent thinking.

In 2019 Tim formed HAWK to collaborate with and advise real estate investors, owners, and developers; HAWK helps clients advance their strategies, business planning, and capital structures.

In 2009 Tim founded Hawk Holdings, an entrepreneurial real estate investment and advisory firm focused on value-add investment opportunities and the capitalization of residential and commercial real estate in the western United States. To accommodate requests from clients, Hawk Holdings evolved to become HAWK.

In 1999 Tim co-founded Buchanan Street Partners (BSP), a national real estate investment management firm with headquarters in Newport Beach, California. During his tenure with BSP, Tim led strategic initiatives that advanced BSP's growth into a nationally recognized firm. BSP serves private investors and some of the nation's most respected institutional clients. As a value investor, BSP has co-invested with clients to provide a safe haven for more than \$7 billion in real estate debt and equity investments.

ADVISORY BOARD

Doug Holte

President of Irvine Company Office Properties; Irvine, California

Robert Brunswick

Co-Founder and CEO of Buchanan Street Partners; Newport Beach, California

Paul Twardowski

Senior Managing Director, Hines; San Diego, California



Wisdom from Peter Drucker (1909–2005), Founding Father of Management Science

Curated for Real Estate Investors & Developers

THINKING

Follow effective action with quiet reflection... from the quiet reflection will come even more effective action.

INNOVATION & VALUE CREATION

The best way to predict the future is to create it.
Defending yesterday is far more risky than making tomorrow.

PLANNING & ACTION

Plans are worthless, but planning is invaluable.
Long-range planning does not deal with future decisions, but with the future of present decisions.

EFFECTIVENESS

Efficiency is doing things right; effectiveness is doing the right things.
Effective people are not problem minded; they're opportunity-minded — they feed opportunities and starve problems.
There is nothing so useless as doing efficiently that which should not be done at all.

RISK MANAGEMENT

People who don't take risks generally make about two big mistakes a year. People who do take risks generally make about two big mistakes a year.
There is the risk you cannot afford to take, and there is the risk you cannot afford not to take.
Most innovators are successful to the extent to which they define risks and confine them.

RESULTS & PROSPERITY

Results are gained by exploiting opportunities, not by solving problems.
Prosperity and growth come only to the business that systematically finds and exploits its potential.

EXCELLENCE

Adequacy is the enemy of excellence.