Think Realty Transcript

May 31, 2018

Abhi Golhar: Think Realty Nation, it's Abhi Golhar, your host for the next hour. I'm super excited because today we get to talk about real estate investing. For those business owners, entrepreneurs, or start-up geeks like me who have a little bit of capital to invest and are thinking, " I like this real estate world and I want to dip my feet into it a little bit and see what happens," this show is going to be for you. Here's why. We're talking about structured finance. We're talking about capital markets. We're talking about commercial real estate, multi-family investing, and what it takes to get the right debt on your property so that you can win. I have a firm belief that capital is treated differently. There's a very big difference between smart capital and not-so-smart capital, aka dumb capital. My guest today is Shahin Yazdi from George Smith Partners, who is a master in his own right with this entire world, and he understands financing very, very well.

Abhi Golhar: Throughout the show, you're going to have a couple conversations with me. Get in touch with me at ThinkRealtyRadio.com. Again, that's ThinkRealtyRadio.com. We can also take the conversation offline, and you can find me anywhere on social media—on Instagram, Facebook, LinkedIn, and your favorite social media platform, @Abhi Golhar. If you want to get in touch with Shahin and his team, go to GSPartners.com. You can also email him at syazdi@gspartners.com.

Abhi Golhar: A little bit about Shahin, he is a Principal/Managing Director of George Smith Partners with an extensive background in securing complex financing across all different types of products and asset classes, which I think is going to be an awesome basis and foundation for today's show. He joined George Smith Partners in 2007, has closed over a billion dollars in financing, and at the height of the economic downturn, he was able to establish the firm's advisory services to assist the borrowers and lenders with troubled loans and distressed assets. Prior to GSP, Shahin worked at a major commercial bank, which gave him the experience he needed to understand the intricacies of the banking system. I'm hoping to be able to extract that information for everybody listening on today's show and give you actionable tactics and the information you need to succeed because, at the end of the day, you listen to this show obviously for the sound of my Frank Sinatra-esque voice but also to get the best real estate information that you need to make sound decisions for you, your portfolio, and your financial future.

Abhi Golhar: That being said, let's go ahead and bring my guest, Shahin, on the air. Shahin, are you with me?

Shahin Yazdi: I'm right here, Abhi. Thanks for that amazing intro.

Abhi Golhar: You got it. Thanks for being on the show. I'm really excited about the conversation. I have one question for you that I like to ask my guests before the start of every show, and you can be as dramatic as you want with your response. Shahin, are you in a real estate of mind?

Shahin Yazdi: I sure am.

Abhi Golhar: Awesome. Awesome sauce, man. Well, tell us a little bit about who you are and what you do.

Shahin Yazdi: As you said, I'm a Principal/Managing Director at George Smith Partners. Every day, we raise debt and equity for commercial real estate on a variety of different property types, anything from a hotel to land to multi-family development, you name it. If it makes money, we raise capital for it.

Abhi Golhar: If it makes money, we raise capital for it. That's really cool. What do you find is the best asset class for new investors to take a look at? Is it SFR? Is it a multi-family? What do you like, and then what do you think would be an ideal perspective for new investors to start out in?

Shahin Yazdi: It depends on how involved the investor wants to be. I think that if you have an investor, let's say, a doctor who's very involved with his own practice, who wants to own real estate but doesn't really want to manage it or deal with it, a single-tenet triple-net property is probably the way to go. But if you have someone that wants to be more involved and actually build a portfolio, multi-family's another great easy asset. It's very basic. The principles of it are always the same. You have the same kind of recurring expenses across different property types. Then as you get into different asset classes, it starts to get a little bit more complicated, and you have to be more involved and learn more about that property type.

Abhi Golhar: I completely agree with you, Shahin. I think it all depends on whether or not you want to be an active investor or a passive investor. If you want to invest passively, it's a lot better, for me anyway. I've done a lot of single-family development, also raising capital for my multi-family apartment complexes more on a value-add and opportunistic perspective here in the Southeast US, and, for me, I'm all about that passive income life, right? Like you said, if I'm a physician, if I'm a medical professional, whoever, whatever, corporate executive that has a little bit of money, that business owner that has the $100k, $200k might want to dip their feet into real estate. I'm also an accredited investor which gives me hope that I can still take advantage of these opportunities, but I don't necessarily have to actively play in them. Tell me a little bit about your background.

Shahin Yazdi: I graduated UC Santa Barbara in 2005, and I joined a bank called First Republic. ~~Not sure where they're based out of, but t~~hey actually don't have a presence in the Southeast—but they are a national bank. It's more of a private bank, so I got my foot in banking and client relationships. Then, I decided to jump over to brokerage in 2007, and I joined George Smith Partners and grew from there.

Abhi Golhar: That's awesome. You have a pretty lengthy history in this specific world, and you get it. It's interesting to me. I was reading up a little bit about you online. I think , having inside information in the real estate world is super, super cool, and the fact that you understand how to analyze and underwrite these opportunities is really important. If you're looking at investing in real estate for the first time or looking at a syndication or something like this, you want to understand both the asset and the operator, and you also need to understand that due diligence is really important. Can you talk to that for a second? When you're either speaking with investors that you work with or when you're underwriting a deal, what are some of the things that you look for from a due diligence perspective, both on the asset and then, of course, on the investor that you're working with?

Shahin Yazdi: Yeah, I actually have an interesting viewpoint on this because I own real estate as well, so I get what banks are looking for and I know where the owner's coming from as well when I look at their P&Ls. So, from our standpoint in the banking world, you have to know how the bank underwrites and you're looking for expenses and trying to understand the P&Ls. See if they're within market and how the appraiser is going to ultimately underwrite it, and if you see higher expenses that are non-reoccurring that you can take out, try to identify those in order to increase the NOI because, ultimately, the higher the NOI, the more cash flow the property has, so the higher the debt service coverage will be for the lender, so it makes the loan much more attractive. Does that make sense?

Abhi Golhar: That totally makes sense. You said a lot of terms that I definitely want to come back to after the break. We have about 45 seconds before we have to go to break. You mentioned NOI. You were talking about debt service. These are certainly importantfactors that you look at all the time. So we'll talk about those at the top of the next segment. What's one mistake? As we close out the segment and roll into commercial break, what's the one mistake that you find new investors and maybe even seasoned investors are making with the multi-family world right now?

Shahin Yazdi: I think some owners don't understand the true expenses that are going to go into a property. I see them get too aggressive, where they'll underwrite to zero percent vacancy. They'll assume that they're just going to keep getting a rent bump, and they'll go above where the market is, and I just think ultimately that's kind of a dangerous game to play, especially when you're first getting started. You don't want to be too aggressive.

Abhi Golhar: I'm totally with you, and we got to go to break.

Abhi Golhar: Think Realty Nation, we're back. I'm your host, Abhi Golhar. My guest today is Shahin Yazdi from George Smith Partners. We've been having an awesome conversation so far. Before the break, you mentioned there are a couple of items that you look at from a due diligence perspective on really any type of cash-flowing investment, and that is, of course, your debt coverage ratio and, of course, your NOI. Can you explain what both of those are and their impact on how you view those numbers, whether they're higher or lower?

Shahin Yazdi: Yeah, and you know what, I'll also throw out a few other terms and explain those as well, since those also come up during underwriting.

Abhi Golhar: Awesome.

Shahin Yazdi: Let's talk about NOI first because it all starts with NOI. NOI is basically the number that you get when you underwrite the income and expenses of the property. When you subtract the expenses from the income, that is the net operating income of the property.

Abhi Golhar: NOI, net operating income. Awesome. Debt coverage.

Shahin Yazdi: Right. One thing on NOI that's important to understand: the bank's NOI will not always be what the borrower's NOI is. What that means is the bank will underwrite certain expenses a little bit higher which the property owner may not have. For instance, some property owners self-manage their property. There's no management fee. Lenders will always add a management fee because they think, "Gosh, if god forbid I foreclose on this property, I'm going to have to hire a management company." Vacancy is another thing. You can have a property that's fully occupied, has been occupied for two, three years, but the lender will always add a vacancy factor. So those things go into determining the lender's NOI.

Abhi Golhar: Got it. What factor?

Shahin Yazdi: Now, debt service coverage. The debt service coverage looks at how much money you have to debt service the loan, and the debt service coverage is a relation to that. Debt Service is the NOI divided by the Annual Loan Payments. Every lender has a different threshold for Threshold for DCR. Some lenders want a 1.15 DCR while others want a higher DCR.

Abhi Golhar: Got it. Quick question for you. You mentioned vacancy. What percent will the banks underwrite that factor to?

Shahin Yazdi: The vacancy factor?

Abhi Golhar: Yes

Shahin Yazdi: It depends on the property type and the location. Multi-family, nationally, tends to be around 5%. A single tenant property is usually a little bit less. Then retail and office will really depend on the market and how the property is operating. So if you have a, let's say, retail property, that's fully occupied, the lender will typically underwrite to 5% or market vacancy, if market vacancy is slightly higher than 5%, unless there's a really good story behind it. Sometimes we've been able to argue that, this property has a lot of long-term leases. So on a retail property, for instance, that has a lot of credit leases and a lot of long-term leases that go beyond the loan term, they'll underwrite to a much less vacancy factor.

Abhi Golhar: That's smart. I do like what you're saying about the banks just underwriting a little bit. Those numbers they're putting in where, let's say, you have an owner that's self-managing, because, like you said, if the bank has to foreclose and they have to take the property back, the banks aren't in the business of operating real estate. That's not what they do, right? So they will factor in a cost for property management so that everything runs and their investment is still performing.

Shahin Yazdi: Exactly.

Abhi Golhar: What other factors do you look at, generally? You have NOI, you've got debt coverage, you have your vacancy. What else do I as anew investor need to know about thinking like a bank from that perspective?

Shahin Yazdi: There is another term that people will hear, which is loan-to-value, and that's basically a relation of the loan to the value of the property. Some lenders want a 55% loan-to-value on their own and that's where they max out. Others can go as high as 75%, 80% loan-to-value.

Abhi Golhar: Got you. I know, specifically, you have a really, really good understanding of using leverage to acquire property, so I want to get to that in a little bit as well. We're about to be at the five-minute mark. So, as you know, rates are going up, right? Shahin, where do you see cap rates currently? Are they following any specific trend line? What are you seeing out there?

Shahin Yazdi: Cap rates are continuing to go down. We have not really seen rates impact cap rates at all. The market has stayed strong. Properties are selling. A lot of people are coming out of 1031 exchanges or looking to buy real estate, so they're willing to pay a higher premium for it, and cap rates have continued to go down in spite of rates going up.

Abhi Golhar: That's interesting. What impact does that then have on borrowers that are interested in purchasing their ability to then find the right equity and debt, essentially their ability to find the right leverage to acquire the property?

Shahin Yazdi: As the cap rate goes up, the property value is going higher, but the NOI isn't really changing, right? The NOI does affect, ultimately, like we talked about, the debt service coverage that you can obtain. So it decreases that loan-to-value from what borrowers were able to get before because the rates have gone up. So as you underwrite them to the current rates, it's just harder for borrowers to get that much leverage. Of course, it does depend on the property and the location. You have secondary and tertiary markets that still have a very high cap rate-so they aren't necessarily DCR constrained. I do think rates are still low if you look at them historically. You have five-year and ten-year money between 4% and 5%, so that's a five-year fix or a ten-year fix, and that's historically really low when you think about it. I think that's part of the reason we haven't seen a huge shift in cap rates. But I think if rates do keep going up that eventually something's got to give and there is going to be an adjustment. Sellers are going to have to adjust the purchase price in order to compensate for it.

Abhi Golhar: That's right. Let's talk more about market conditions when we come back from the break. Get in touch with Shahin and his team. Go to GSPartners.com. Again, that's GSPartners.com. If you want to email Shahin himself, you can do so at syazdi, Y-A-Z-D-I, @gspartners.com. Got questions for me? Head on over to ThinkRealtyRadio.com, and keep in mind, Think Realty Honors is here. Go to ThinkRealtyHonors.com and nominate somebody that you have found to be instrumental in impacting his or her community, either from an educational perspective, an acquisition perspective, they're doing good work, if you are an extremely awesome flipper, they're an extremely awesome flipper, or multi-family. Whatever it might be, check out ThinkRealtyHonors.com. It's your way of telling them thank you and to keep doing the work that they are already doing. We also have a magazine called Think Realty Magazine. It's in Barnes & Noble and newsstands across the country. So pick that up. Want to get in touch with me? Pretty much anywhere online is where I live. You can go to ThinkRealtyRadio.com and also AbhiGolhar.com. I'll see you in a sec.

Abhi Golhar: My guest today is Shahin Yazdi from George Smith Partners. He's a Principal/Managing Director, and he has an extensive background in securing complex financing across all different product types and asset classes. He's closed over a billion dollars in financing. He has a tremendous amount of experience as a real estate investor himself. I'm super excited and happy that he took the time to jump on the air with me because we're talking about things that generally aren't really talked about in an as open and honest way as they are being talked about currently. That being said, we've covered a lot of things so far. We've covered debt coverage ratios, we've covered NOI and thinking like a bank, and what that means for you, and the new real estate investor, which I think is really cool. We talked about the vacancy factor. We talked about the fact that rates are going up. Where do you see cap rates and the ability for borrowers to get leverage?

Abhi Golhar: So, Shahin, I know we have a lot more to cover, and we have two more segments to go, this one included. My question to you is: I've been trying to figure out a way to get a crystal ball, right? I feel like I end up with a snow globe and that helps me come up with some version, or skewed version, of what I think the future's going to look like for the market. But considering that you have a highly refined crystal ball and you can pretty much predict anything that's going to happen in the future roughly 100 years out, where do you think we are, and where do you think we're headed in the next 18 to 24 months?

Shahin Yazdi: Okay. Let me put my future thinking cap on.

Abhi Golhar: There you go.

Shahin Yazdi: I think right now, given where rates are and where prices and rents are, we're pretty much towards the end of this cycle, I think. Prices just seem really high.

Rents are kind of enormous. There are still some deals to be made and some properties that still have upside and juice left in them, but I think we probably have another good 12 to 15 months left. I think rates will keep going up and the Fed will continue to raise the Prime rates. On longer term loans, rates are going to go up too, and some people who purchased properties at a really low cap rate a few years ago are going to be hurting when they come to refinance. So I think, in about 15 months or so, we're going to start seeing some opportunities. But, realistically, the market still has a lot of great fundamentals, and I don't think it's going to be anything like we had in the recession. If anything, it's going to be something similar to 1999. There's some businesses that might just be a little overinflated, and we're going to get the repercussions of that in real estate. Ultimately, the real estate market is still holding on really strongly when you think about it.

Abhi Golhar: So when you say the real estate market is holding really strongly, expand on that for me a little bit. Help me understand that.

Shahin Yazdi: Rents are continuing to go up. Owners are getting very creative with the properties that they have. We're seeing a whole new transition with the office space, with WeWork and kinds of creative offices. A lot of owners are starting to redevelop their property and find other uses for the vacant boxes. Hotels are even starting to transition in order to compete with Airbnb, and there are experiences when you go to a hotel. So everyone seems to be modernizing and urbanizing more than ever, and I think fundamentally real estate is still pretty strong. It just seems that when you think about some of the rents and where people are in relation to their income and how much rent they're paying, in some markets, like LA, San Francisco, New York, it just feels like it's not sustainable for too much longer. Once the jobs start going away, if jobs are getting impacted, which I think eventually they will, that's when we're going to get a hit in real estate.

Abhi Golhar: I'm kind of seeing that, too. I live in Atlanta. I'm seeing rent skyrocket, and I'm really interested to know how, for example, millennials are paying for this in Atlanta. Right? I'm like, "Really? How does this work?" So here's a really quick segue. What do you think about millennials in investing? Then we'll get back to the nitty and gritty. But I'm asking people about this just because I feel like there's not enough conversation around millennials in investing, and so what are your thoughts? What should they be doing right now? Should they be scared of the market? Should they be waiting for the correction and then jump in? I've gotten a lot of these questions through email, so I figured I'd just ask you.

Shahin Yazdi: Anyone entering real estate, you never want to get in at the top of the market. Even if this is not exactly the top right now, we're getting pretty close to it, and I'm not the only one making that prediction. I think where millennials are struggling more than anything, contributes to the reason they're paying their rent. They're not paying their student loans and other debts, and that student loan is really accruing. So that's something they should be thinking about and really dealing with so that they can pay down that debt and eventually start buying real estate and building their assets.

Abhi Golhar: I'm with you. I'm a huge fan of single-family rentals. I like the build to rent products if done right. I like the small, little, light rehab to rent opportunities that exist in the marketplace. What are you seeing in terms of opportunities that exist for them in the market currently?

Shahin Yazdi: If I was a business owner, I would buy my own real estate. I think any business owner should have their own building that they're operating in. Owner-user loans are just incredible, and you can get up to 90% financing, at very low rates. Ultimately, as long as they have that 10% put down, it makes a lot of sense for them to be buying real estate. Even if the market dips in the next few years, it's going to eventually go back up, right? Levels now are much higher than they were even during 2007, so the price of real estate has just bounced right back. I think business owners should definitely be looking to do that. Doctors, lawyers, doesn't matter, any industrial leasee should be looking to buy his own space and then rent out the spaces he doesn't need, right? If he decides to retire and close his business or sell his business, guess what? Now he owns real estate that can keep making him income.

Shahin Yazdi: You kind of touched on this. Millennials, even though we are kind of the peak of the market, it's not a bad idea to buy a duplex or a smaller property that you can rent out and maybe live in one of the spaces. I see a lot of people doing that, and it's a great way to get some exposure to real estate. In some markets, you can still buy single-family homes for super cheap, and it's kind of a nice way to start learning how to operate buildings, and get the fundamentals under your belt before you buy a larger property.

Abhi Golhar: I think that's super important. I think if we stopped the show right there, that, for me, is worth its weight in gold because that's just a call-out to really anybody, on top of millennials, right? If you're a millennial and you're listening, awesome. Go buy a duplex, a triplex as long as the numbers make sense. But even if you're not, still go do this, as long as the numbers make sense, because now you have cash flow, now you have seized the opportunity and you're starting to build wealth. A lot of times, business owners get confused with building wealth for themselves. I look at business as a lifestyle, so you build a business, build a lifestyle. But when you buy real estate, you build wealth.

Abhi Golhar: Think Realty Nation, we've got to go to break. Check out GSPartners.com. Get in touch with my guest, Shahin, at syazdi, S-Y-A-Z-D-I, @gspartners.com. Have questions for me? Head on over to ThinkRealtyRadio.com or anywhere online @abhigolhar. Also, check out our print magazine called Think Realty Magazine at Barnes & Noble. Don't go anywhere. The homestretch is coming up in just a sec.

Abhi Golhar: Think Realty Nation, it's Abhi, and it's the homestretch. My guest today is Shahin Yazdi. If you are just tuning in, you need to check him out and what he's been doing. It's incredible. Check out GSPartners.com. You can email him as well with questions about structured finance and and he can help you get the right type of financing for your deal. It doesn't matter if it's commercial, multi-family, or if you just want to pick his brain about that type of financing or the capital markets.He's the kind of guy that you should probably grab coffee with, so here's his email. It's syazdi, Y-A-Z-D-I, @gspartners.com. I think, Shahin, the next time I'm in your neck of the woods, we are definitely grabbing coffee. I feel like our conversation would be a fun one. So, before the break, we were talking-

Shahin Yazdi: I'm going to love that.

Abhi Golhar: Yeah, man. Before the break, we were talking a little bit about where opportunities exist and millennials and things. But here's an interesting question for you. I was thinking about it during the break. The downturn that we had in 2008, 9, and 10, was really a disaster, but there were also opportunities that became apparent as a result of that. When we hit this correction, and you mention probably in the next 12 to 15 months we might see something. It's not going to be as bad as it was in 2008, but it might be a little bit of a correction. Well, answer it from two perspectives. One, a new investor, and, two, a seasoned investor. What types of opportunities should I be running toward? If you were to give me one focus and say, "Abhi, this is what you have to focus on if you're a new investor and this is what you should focus on buying if you're a pro investor," when the market corrects a little bit, what should I do?

Shahin Yazdi: That's a really good question, and, obviously, if I had a crystal ball, I'd be much richer than I am right now. But I will tell you what I think. You know, it's tough to predict exactly where we're going to be in the cycle and where the opportunities are. When you see other people running away from something and everybody's scared about it but it's a fundamentally still good asset or in a good location, I would run towards it. There are some things people should be weary of. There's a reason why no one else will do it. Other things are ifit just builds a bad stigma, and it creates opportunities for everybody else, right? Or, maybe the capital isn't necessarily there because capital is dried up and that creates opportunity.

Shahin Yazdi: In the last recession, I saw a lot of people buying properties. They were getting it. Looking back, they got it for a steal. They were able to sell for three, four, five times what they bought it for two, three years after they purchased it. That's because nobody else was running towards it. Everybody suddenly got scared of real estate. Not the answer I think you were looking for.

Abhi Golhar: I think that's great. I don't expect everybody to have a crystal ball. But, like you said, if you did, we'd be significantly richer than we are right now. But I do feel like there's definitely a strategy that we can use, and that strategy's always based on sound, fundamental investing. Right now, I like putting my ear to the ground with some of the local real estate investment associations and going to Think Realty conferences and getting a feel for what folks are talking about.

Abhi Golhar: You know, I'll tell you. In Atlanta, flipping is way too hot. Everybody and their mom or in-laws or whatever, everybody's running toward flipping. I feel like this is also part of the reason why I like getting all this information. I'm the only real estate investor in Atlanta that still doesn't own a car, right? So, I like taking Ubers. I like asking the drivers what's going on. Shahin, you know this, too. Everybody is talking about flipping real estate. Everybody is becoming a real estate agent. Everybody is buying something. You said it yourself, right? If you have a mass population interested or doing something and if you're interested in finding opportunities, maybe run away from that.

Abhi Golhar: So maybe the answer here is, stay away from the primary markets, go take a look at your secondary, maybe even possibly tertiary markets because, one, you're going to find opportunity and affordability there. Atlanta, for example, some parts of it, are unaffordable, so where do people have to go? They have to go outside of Atlanta. Do you have any theory on this? Should I be looking at secondary, tertiary markets, or should I only be focused on the primary market, like Chicago, LA? Or should I be looking at neighborhoods outside a little bit?

Shahin Yazdi: I think secondary is the new primary because primary markets are just getting so inflated and expensive. You see millennials and other people moving to the secondary market so they can afford a house and afford a good cost of living and moving out of the primary markets. Abhi, there's a lot of population growth there, and I think, absolutely, in this market, you should be looking there. But you alluded to this and it's exactly what I would say, too. When everybody's running towards something, that's probably the best time to run away from it, and when everybody's running away from something, it's a good time to reexamine it and see if there really is an opportunity there because that's when you're going to find a good deal.

Abhi Golhar: Totally agreed.

Shahin Yazdi: When everyone else is sitting on it, you're going to be in a bidding war and you're never going to get a good deal on it. You might overpay. Or, best case, you get it at market value.

Abhi Golhar: Yeah, and that's what's happening in the multi-family world. Again, I can only speak to the Southeast, and I can also speak to what's just happening in Atlanta. But, in the multi-family world, for folks that are looking at buying distressed apartment complexes, they're paying, like, six and a quarter caps. Why are you doing this? It's mind-boggling. And you know sellers will know how to hide stuff.

Shahin Yazdi: Yeah, I'll tell you. In LA, they're paying a three and a quarter cap.

Abhi Golhar: Yeah, that's obnoxious. But LA is LA. You guys got the traffic. Here's something that I'd like to track, Shahin, and maybe you can second me on this. Depending on how bad your traffic is, that should drive your cap rates either up or down.

Shahin Yazdi: Yeah. Tell that to our Mayor.

Abhi Golhar: There you go, right? I think that's a good indicator. No, but I completely agree. I think if you are running toward something, you better be doing your due diligence on it. We're kind of coming to the end of the show so I definitely want to give you the last word here. Maybe some words of empowerment, or if I'm a new investor and I want to dip my feet in multi-family, do I need the single-family experience? How can I get in touch with you? What do I need to do to partner with GS Partners on deals?

Shahin Yazdi: I think if you're a new investor and you want to dab your feet into it, pick a space that you're comfortable with, a property that you know, and start building relationships. Real estate's a big relationship game. You want to have good relationships with mortgage brokers, real estate brokers because that's how you're going to find the good deals. In terms of getting in touch with me, I'm very easy to get a hold of. You can email me, I'm super responsive, or call me on my office or cell line anytime.

Abhi Golhar: Awesome, and that number that folks can get in touch with you on is 310-869-2153. Is that right?

Shahin Yazdi: That's right, yep. That's my cell.

Abhi Golhar: Awesome. Cool.

Shahin Yazdi: Now everybody has it.

Abhi Golhar: Well, you will have hundreds of thousands of people that I feel will be calling, which I think is great. If you want to email Shahin, get in touch with him, syazdi, Y-A-Z-D-I, @gspartners.com. Shahin, I appreciate you coming on the air. It's been fun. I know we have a lot more to go through because I feel like you and I can talk about this for hours, but maybe we need to have you on as a guest a second time because there's so much nitty gritty about the multi-family space and, of course, commercial real estate that I'd like to get into with you as well.

Shahin Yazdi: That'd be great. Would love to.

Abhi Golhar: Awesome. Well, thanks again. I appreciate that. Think Realty Nation, get in touch with me. You know how to do it. Go to ThinkRealtyRadio.com. Get in touch with Shahin and his company and his organization. Understand what GS Partners can do for you. Head on over to GSPartners.com. His email address, again, one more time is syazdi@gspartners.com.

Abhi Golhar: And, listen, you might be new. You might be a seasoned pro in the investing world. You might just be considering it for the first time. But at the end of the day, there are a couple of things that are important. One, Shahin mentioned it, relationships. You need the right people on your team. You need the right information that's actionable. Get in touch with Shahin and, really, take him out to coffee. That's exactly what I do. I'm notorious for that. Secondly, do your due diligence. If you find that there are folks and other investors in one area, in one segment, turn around, run the other way. For all you know, you might just find an opportunity of a lifetime.