Innovation
in how we do what we do.

Excellence
in the results that we produce.

Vision
in what we do.

Through our commitment to innovation, excellence, and vision we are able to provide tangible benefits to our residents and investors: housing solutions that make a real difference and provide stellar risk-adjusted investment returns.
Our Strategic Advantage: Vertical Integration Platform

Our Vertical Integration Platform enables us to add significant value to each of our multi-family assets. We simplify and streamline the complexity of apartment investing to the benefit of our residents, investors and the communities we serve.

Our family of companies provides a wide range of services including apartment acquisitions, development, management, construction, maintenance service, building components supply, tax credit syndication and equity procurement.

Vertical Integration Platform in Action:

The St. Thomas Historic Residences were built and originally operated as a hospital in the western Kansas community of Colby beginning in 1941. Cohen-Esrey Development Group, LLC was the developer and quarterback on the conversion to affordable workforce housing. Construction Technologies was the general contractor and Service Technologies was a subcontractor. Primepoint Partners supplied many of the building components and Cohen-Esrey Capital Partners secured the equity for the state historic tax credits.

Finally, Cohen-Esrey Communities coordinated the lease-up of the property and provides day-to-day property management services.

The involvement of all of these Cohen-Esrey business units through our Vertical Integration Platform allowed for much tighter control over the quality of the project, the development and construction timeline as well as the cost.
Strategic Market-Rate Apartment Investments

THE BEST B

Our market-rate apartment acquisition program delivered through Cohen-Esrey Apartment Investors, LLC, is highly targeted to Class B apartments constructed in the 1990s and early to mid-2000s.

We select cities with strong population growth, job growth and Class B rent growth. We’re also looking for a wide spread between Class A and Class B rents. The apartment communities we identify are generally 200-units or larger and require a moderate expenditure on physical improvements.

Ultimately we want to achieve the Best B apartment product that mimics a Class A property but at rents that are hundreds of dollars less than Class A.

Our properties are designed to appeal to Millennials and Baby Boomers both from a physical as well as an operational standpoint. With nearly fifty years in the apartment sector, Cohen-Esrey understands how to create a balance in quality living environments for the benefit of our residents while generating strong risk-adjusted returns for the investors.
Affordable Housing Development

We are experts at designing innovative funding solutions to provide high quality housing options for working families and fixed income senior citizens. Solving these challenges requires intellectual capital, experience, and deep relationships with a multitude of stakeholders. We utilize federal and state affordable housing tax credits, federal and state historic tax credits, tax-exempt bonds and other creative debt and equity sources. What sets us apart, however, is the question we come to work with every day:

“How can we create a thriving community that changes people’s lives for the better?”

Thriving Communities
FOR OUR NEIGHBORS

Our affordable housing development program involves new construction, acquisition and renovation of existing apartment properties and the adaptive re-use of historic buildings. Beyond the “sticks and bricks,” we strive to create a community that not only enhances the lives of the residents, but also has a positive impact on the greater community to which the property belongs. We deliver on this promise through strategic partnerships with nonprofits like PreservingUS, Inc. that share our commitment to supporting the residents of our properties.

Cohen-Esrey Development Group, LLC is committed to providing more than a technically innovative, high quality housing development. We are expanding our definition of success to include attractive, people-centric spaces with a safety net of support services for those who need them. We believe this will result in engaged and fulfilled residents who feel pride in their home and community.
Our Leadership Team

At Cohen-Esrey, leadership is not about authority. It’s about aiming high and exceeding expectations for our residents, development partners, investors and team members. Our cadre of experienced and talented professionals steward our investment and development initiatives with skill and care, guided by our Core Values.

Robert E. Esrey, CRE, CPM
Chairman

Bob Esrey has seen it all over the past 50+ years. As the founder of the firm, he has had a storied career including a stint as the president of the Kansas City Board of Realtors, president of the Missouri Association of Realtors and president of the National Apartment Association. Bob built the company on a solid foundation of caring for the customer, nurturing strong relationships and always doing the right thing. His high energy level, charismatic personality and deep knowledge of the apartment business continues to set a high bar to be emulated by all.

Our Core Values

Integrity
We act with honesty, openness and unity.

Commitment
We hold ourselves accountable and deliver on our promises.

Customer Fulfillment
We strive to exceed our customers’ expectations.

Team Member Fulfillment
We genuinely care about each other’s wellbeing and nurture professional growth.

Community Impact
We strengthen and enrich the communities and neighborhoods where we live and work.
Executive Leadership Team

From left to right

**Ryan Huffman**
Managing Director, Cohen-Esrey Apartment Investors, LLC
Chief Operating Officer, Cohen-Esrey, LLC

**John Hinman**
Managing Director, Construction Technologies, LLC
Managing Director, Service Technologies, LLC
Managing Director, Primepoint Partners, LLC

**Jeanette Jayne**
Managing Director & Executive VP, Cohen-Esrey, LLC

**R. Lee Harris, CRE, CPM**
President & CEO, Cohen-Esrey, LLC

**Mark Fletcher**
Chief Information Officer, Cohen-Esrey, LLC

**Tom Anderson**
Managing Director, Cohen-Esrey Development Group, LLC

**Marcie Teenor**
Chief Financial Officer, Cohen-Esrey, LLC

“Cohen-Esrey thrives on the challenge of creating and implementing innovative multi-family housing solutions. We transform the four walls of a basic box and deliver a lifestyle.

Our goal is to exceed the expectations of all of our partners and stakeholders by leading with innovation, excellence and vision. We look forward to having the opportunity to serve or collaborate with you.”

R. Lee Harris, CRE, CPM


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