

# SMART INVESTING

Everyone has one of those stories of a missed investment opportunity. That beach lot someone offered to you in 1976 in Miami. Or maybe it was in Silicon Valley in 1985. Atlanta in 1998. Or maybe it was Nashville in 2013. Everyone has a story of that opportunity that they passed up that would have them feeling REALLY good right now.

At *AW Hopewell Properties*, we know that the divergence which has taken place between those cities which are thriving and those which are in decline is more pronounced now than ever before. There has been a radical shift in our economy, and industries which were successful in the past have often become irrelevant, while different sectors have popped up in new cities which are driving growth.

Our job is to analyze local markets in the U.S. and the jobs that drive them and help you to place your money in the path of progress, so that in ten years, when someone makes a comment on what a hot market xyz has become, you'll be able to smile and say, "I did well there."

*"Every person who invests in well-selected real estate in a growing section of a prosperous community adopts the surest and safest method of becoming independent, for real estate is the basis of wealth."*

*-- Theodore Roosevelt, U.S. president*

## OUR SERVICES



Property Management



Property Review



Fund Raising  
(Debt and Equity)



Due Diligence



Buy - Sell



Market Analysis



Investor  
Communication



### ANDREW W HOPEWELL

*Managing Partner*

Andrew founded AW Hopewell Properties in 2008 when he began buying small rental units in Alabama, and since then has completed over 120 deals throughout the southeast. After receiving his Masters in Real Estate Development from Auburn University, he worked in Asset Management for a leading real estate developer, while overseeing dozens of flips in Atlanta and ultimately Lexington.

Andrew has a keen eye for spotting great opportunities, and his network of brokers located throughout the U.S. assures that there is never any shortage of properties to review.

Andrew knows that in this industry, reputation is everything, and has consistently built his by putting people above personal gain. He is extremely proud that his investing partners have never experienced a loss of principle. Andrew is an Ironman athlete, and approaches work and life with that same high energy and rugged determination. He lives in Lexington, Kentucky with his wife Stacey and their two children.

### BENJAMIN D BERGER

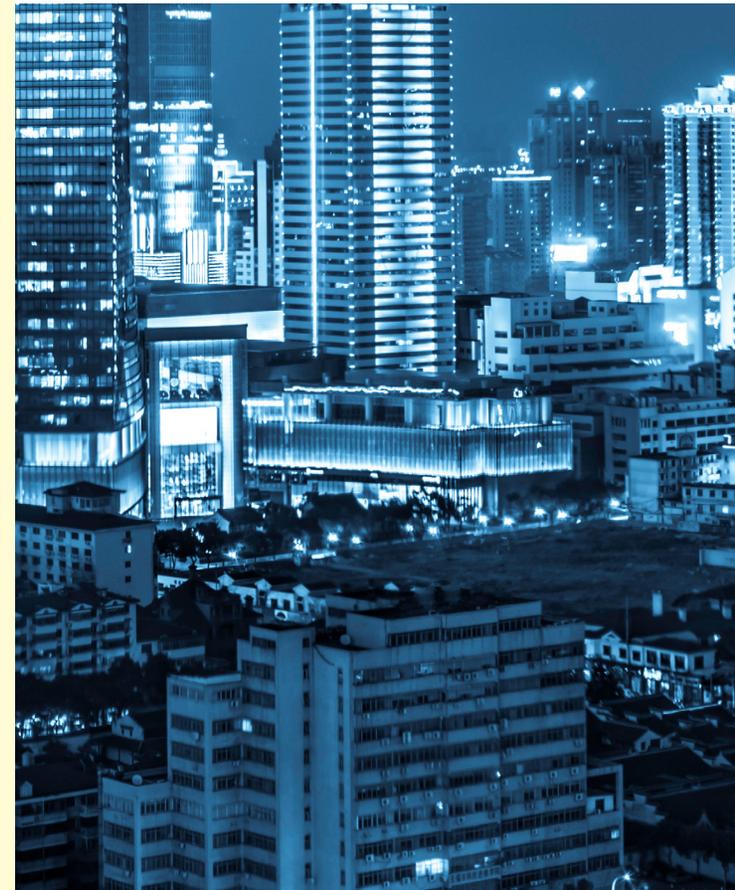
*Chief Financial Officer*

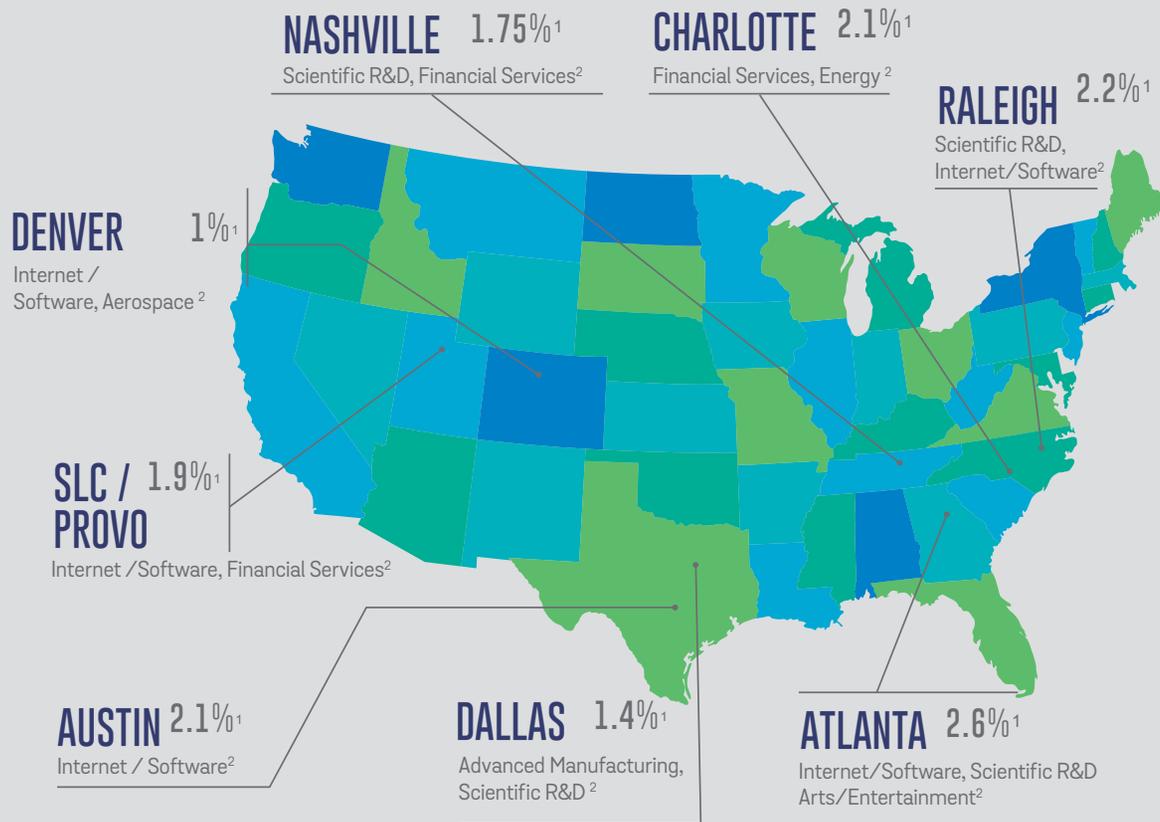
Benjamin Berger joined AW Hopewell Properties in 2016 to help the company make a full transition into commercial real estate. A software marketing guru, Benjamin spent 6 years managing the national Multiple Listing Service in Costa Rica, and later in Ecuador. In this role, he was able to help hundreds of North Americans identify investment opportunities in Latin America while empowering many to relocate on a permanent basis. He received his Masters Degree from the Thunderbird School of Global Management, and splits time between Lexington, Kentucky & Savannah, Georgia with his wife and two children.



# AN INVESTMENT IN INNOVATION

[WWW.AWHOPEWELL.COM](http://WWW.AWHOPEWELL.COM)





<sup>1</sup> Projected annual population growth over next decade (Urban Land Institute)  
<sup>2</sup> Key innovation industries (Bureau of Labor Statistics)

## >> INTERNET & SOFTWARE

Internet sector jobs are among the fastest growing in the U.S., enjoying a 634% increase over the past decade and a 710% increase in total wages over that same period. This does not even include related jobs outside the tech sector such as online order deliveries. Web-based innovation is a principle driver of productivity gains throughout the world. Software, a related sector, has likewise experienced incredible growth, and while we have begun to see the outsourcing of programming jobs, specializations in machine learning, computer science, and software engineering are among the most sought after and well compensated in the world.

## >> SCIENTIFIC R&D

The life sciences are another pillar of the innovation sector, with job growth of over 300% over the past 20 years. Demand for new ways to treat diseases, both for medical and agricultural purposes, will remain extremely high for the foreseeable future. With breakthroughs happening every day in numerous disciplines, this sector presents an incredible opportunity for innovation driven growth.

## >> ADVANCED MANUFACTURING

While it has been well documented that many U.S. factories which were responsible for producing textiles and consumer goods in the 19th Century have been sent overseas, the majority of the world's advanced manufacturing rests securely in its most developed economies (U.S., Germany, Japan). This is because the manner of producing products which are relatively new or constantly improving requires an innovative approach. While not all high-tech manufacturing sectors are creating new jobs (e.g. computers and semiconductors are down) those such as pharmaceuticals, robotics, and advanced medical devices are strong job producers which are difficult to outsource.

## >> FINANCIAL SERVICES

Although public support for "innovative financial services" waned due to the role of derivatives in the 2008 crisis, financial innovation has been responsible for stabilizing the prices of volatile goods and commodities as well as helping connect capital with those able to utilize it. Both of these accomplishments have produced immense social value worldwide. Financial services remain one of the U.S.'s most important exports, creating exciting growth opportunities in many key markets.

## JOBS IN INNOVATION

AW Hopewell Properties identifies markets with a high concentration of innovative industries that are difficult to reproduce or outsource. These jobs provide a multiplier effect to a city's economy. They are the engine that drives economic growth, not only within their respective industries, but for the local service industry as well.

Our target industries should produce a product which is consumed outside of the city, preferably internationally. After all, even a highly educated city filled exclusively with doctors and lawyers could

not succeed unless new money continues to flow in through trade. Innovation jobs lead to population growth, which in turn drives demand for real estate. As seen in the chart above, our target markets are expected to considerably outperform the national annual population growth of .71%. Markets driven by such industries are likely to outperform in both bull and bear markets for multiple business cycles, and only falter due to major structural shifts in the economy that happen over the course of many decades.