



CASE STUDIES

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ADDING
VALUE THROUGH
VERTICAL
INTEGRATION

Stratus on Hudson

RMS Companies' first New York project was a stalled development site whose foundation walls were partially constructed yet structurally unsound due to years of erosion. The site had a 35 foot drop in elevation from street level and a soil composition made up of mostly ledge.

RMS leveraged its experienced in-house construction and excavation team to successfully navigate through extremely difficult site conditions to remove ledge and install 84 rock anchors, all on less than 3/4 of an acre. The result was 3 stories of structured parking and 6 stories of residential apartments perched above the Hudson River with incredible views of the New York City skyline and New Jersey Palisades.

The asset was sold pre-stabilization for over \$533,000 per unit, the second highest per-unit multifamily sale in Westchester, at the time.

LOCATION
Yonkers, NY

PROPERTY SIZE
74 units / 0.64 acres

CONSTRUCTION PERIOD
Approx. 19 months

SOLD
April 2020-\$39.5



Formerly stalled development site

CORNERING THE BOUTIQUE HOTEL MARKET IN SUBURBAN CITIES

The Lloyd

At the height of the pandemic, RMS Companies renovated and rebranded its first hotel into The Lloyd-Stamford, Connecticut's only luxury boutique accommodation. While the boutique hotel industry has become prevalent and competitive in most primary markets over the last decade, RMS has proven itself as the market leader in developing and operating independently branded and locally curated mid-sized hotels throughout Connecticut's major cities.

The Lloyd is our first foray with a soft brand structure, partnering with Hilton's Tapestry Collection. The Lloyd is the fifth hotel in the RMS hospitality portfolio joining the New Haven, Hartford, Norwalk, and Danbury locations.

LOCATION
Stamford, CT

PROPERTY SIZE
94 rooms

GRAND OPENING
Spring 2020



Formerly Hotel Zero Degrees



CASE STUDY

ONE OF THE REGION'S FIRST FOR-SALE RESIDENTIAL DEVELOPMENTS IN A DECADE

Ainslie Square

RMS Companies broke ground on Ainslie Square in 2017 with plans to build a townhouse and clustered single-family condominium community. While nearly 6,500 rental apartments had been built throughout the City of Stamford in the previous decade, Ainslie Square was the first for-sale project of significant size to come to market over the same period of time.

Realizing this under supply and potential pent-up demand for new product, RMS purchased the land and obtained approvals in December of 2017. Sales began in March of 2019 and after just 22 months of marketing, 100% of the units had been sold or contracted.

LOCATION
Stamford, CT

PROPERTY SIZE
62 units/4.5 acres

SELLOUT
22 months



Former abandoned school building



CASE STUDY

MONETIZING UNDERUTILIZED NON-PROFIT PROPERTIES

The BLVD

RMS Companies partnered with a local religious organization to help increase the value of their underutilized land through purchasing and rezoning their former rectory building. This provided the organization capital to reinvest into their existing facilities and community programming needs.

Additional examples of this strategy include our purchase of a synagogue's former school building (Ainslie Square, Stamford) and the unused residential portion of a YMCA (The Lloyd, Stamford).

LOCATION
Stamford, CT

PROPERTY SIZE
94 units/1.3 acres

PREVIOUS USE
Unused rectory/Vacant Land



St. Andrew's former rectory