

Case Study : Highpoint

Property Information	
Location	Alexandria, VA.
Number of Units	182



As a Co-op

Very high investor population prior to the conversion.

Co-op owned many units due to shareholder defaults creating severe hardship for remaining shareholders.

Limited financing alternatives for Co-op owners resulted in low market prices and slow sales.



As a Condo

Owner Occupant ratio increased immediately post-conversion to condominium and has been steadily climbing.

ROA arranged bridge loan to fund conversion of these units to condos which were ultimately sold at huge profit for the complex.

Owners now able to secure competitive financing on higher valued condos with excellent market absorption.

ROA HUTTON, LLC

The Co-op to Condo Conversion Special-

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Offices Located at

Metro N.Y. Washington
California Chicago