

Anchored in Strategy. Built to Close.

An institutional buyer built for certainty of execution.

Otima is a US real estate investment platform with \$205M+ in assets under management and a global capital base of 200+ investors across North America, Europe, the Middle East and Latin America. When we submit an LOI, capital is committed, lenders are engaged, and our team executes — so you can take our offer to closing with confidence.

\$205M+

AUM SINCE INCEPTION

\$128M+

EQUITY DEPLOYED

68+

DEALS CLOSED

200+

INVESTORS WORLDWIDE

~\$40M

LARGEST SINGLE CLOSE

ABOUT OTIMA

The Firm Behind the Deal.

Founded in 2018, Otima has grown from a syndication practice into a full fund platform — **\$128M+ of equity deployed across 68+ deals and 130+ projects**, backed by 200+ investors from North America to the Middle East. We're operators, not just capital. In-house construction and hands-on asset management mean we underwrite exactly what we're buying — real capital on hand, institutional-grade diligence, and GP co-investment in every deal. Once terms are agreed, funding is never what holds up your closing.

CERTAINTY OF CLOSE

When we make an offer, it closes. Full stop. Financing is arranged before we bid, not after — so there's no last-minute contingency standing between your signature and our wire. Northwest Marketplace, our ~\$40M Houston acquisition, closed exactly on schedule.

WHAT WE'RE LOOKING FOR

Portfolio Composition

Grocery-Anchored Retail

70%

Necessity-driven centers with long-term, creditworthy tenants and NNN lease structures.

Medical / Healthcare

20%

Outpatient and clinic-based properties with structural, non-cyclical demand.

Multi-Family

10%

Well-located assets in high-growth Sun Belt and gateway markets.

BACKED BY

Private Wealth

Family Offices

Wealth Platforms

HOW WE OPERATE

Deal Flow & Execution

01

SOURCE

Off-market relationships and direct outreach create deal flow regardless of market cycle.

02

ASSESS

Disciplined underwriting focused on downside protection and risk-adjusted returns.

03

ACQUIRE

Selective execution on high-quality, income-producing assets in resilient markets.

04

ENHANCE & REALISE

Hands-on asset management driving performance and long-term value.

Researched. Acquired. Delivered.

A cross-section of what we've acquired, built and grown — proof in bricks and mortar, not just numbers on a page. Every asset below reflects capital committed and execution delivered.

Recent Projects



RECENTLY ACQUIRED

Northwest Marketplace

Houston, TX · Retail · 150,000+ SF

~\$43M
Acquisition Price

100%
Financing Secured

National anchors including Boot Barn, Northern Tool + Equipment and PetSmart on a high-traffic freeway corridor — our largest single close to date.



MID-HOLD

Valley Crossing

McAllen, TX · Retail · 178,594+ SF

~\$20M
Acquisition Price

100%
Financing Secured

Medical- and retail-anchored center in a high-growth South Texas market with durable tenancy.



MID-HOLD

San Pedro Towne Center

San Antonio, TX · Retail · 100,000+ SF

~\$12M
Acquisition Price

100%
Financing Secured

Necessity-anchored retail center repositioned through active leasing and hands-on asset management.



IN DEVELOPMENT

Hackberry Multifamily

Downtown San Antonio, TX · 18-Unit Development

30
Units

In-House
Construction

Ground-up development delivering modern rental product to a walkable, in-demand downtown submarket.

\$24.6M

Total value generated — distributions & unrealized growth

\$15.4M

Asset value growth through active management

18.5%

Average deal IRR across the portfolio

In-House

Construction team for accurate rehab & TI budgets

THE TEAM YOU'LL WORK WITH

Small Team. Sharp Execution.

Otima is run by a hands-on team — lean enough to move quickly, seasoned enough to know exactly what we're doing. Acquisitions, investor relations and asset management sit with principals who show up on calls, answer their own emails, and stay close to every deal from LOI through close.

- **Decisions in days, not weeks.**

No committee to slow a deal down — principals hold the authority to commit.

- **Financing pre-arranged.**

Banking relationships deliver term sheets on the assets we pursue.

- **One point of contact.**

Direct access to principals from offer through closing — no hand-off to a call center.

MEET THE TEAM

The Team Behind The Platform

A lean, senior team with hands-on authority over every deal — bringing a multi-generational development background and cross-industry depth, with long-standing ties to the retail and healthcare communities we serve across the US.



MANAGING PARTNER

Enrique Agurcia

Otima Investments

Enrique founded Otima Investments after a decade operating at the intersection of M&A finance and ground-up development, including \$47M in personal real estate transactions. He built the firm around a GP co-invest model, writing the first check into every deal alongside investors. Under his leadership, Otima has delivered an 18.5% net IRR across exits, backed by in-house construction and operations that keep renovation costs in check.

M&A Banking / Capital Markets & Debt Finance
Finance



ASSET MANAGEMENT & OPERATIONS

Manuela Caviedes

Otima Investments

Manuela co-founded Otima Investments alongside Enrique Agurcia, bringing an operational background built across Amazon and e-commerce. Former colleagues describe her as a trusted lead on analytics and strategy, someone brought in early to spearhead initiatives and run point across departments with competing priorities. At Otima, she applies that same operational rigor to asset management — keeping investor reporting, portfolio tracking, and day-to-day execution disciplined as the platform scales.

Institutional Asset Management



DEAL PROCUREMENT & CLOSING

Darian Padua

NAI Excel

Darian brings over a decade of retail and healthcare real estate experience to NAI Excel, having led healthcare property transactions exceeding \$1 billion nationally, including sale-leasebacks for physician groups across orthopedics, gastroenterology, ophthalmology, and dermatology. His background spans investment banking at Brown Gibbons Lang and advisory roles at ERE Healthcare Real Estate Advisors and ARA Newmark, giving him a rare mix of deal-structuring and on-the-ground brokerage experience.

Commercial Real Estate Brokerage



ACCOUNTING & FINANCE

Donald Peterson

Burkhart Peterson

Donald co-founded Burkhardt Peterson & Company in 2005 alongside Berry S. Burkhardt, CPA, growing it from a specialized tax resolution practice into a full-service accounting firm spanning San Antonio, Corpus Christi, Austin, and Houston. As CEO, he oversees accounting, bookkeeping, tax preparation, and financial consulting for a diversified regional client base. His firm has built over two decades of embedded local reputation on a proactive, client-centric approach to tax and financial strategy.

Private Equity / Accounting

COLLECTIVE EXPERIENCE ACROSS

Institutional Asset Management

Commercial Real Estate Brokerage

Private Equity

M&A Banking

Capital Markets & Debt Finance

Deep, long-standing ties to retail and healthcare communities throughout the United States.



OTIMAINVESTMENTS.COM

SEND US A DEAL

SCHEDULE A CALL

Past performance is not indicative of future results. Figures shown are net of management fees and carried interest unless otherwise noted.