

## THE UNSPOKEN PREMIER S.F.L. OPERATOR IN THE \$3M-\$7M ASSET VALUE SEGMENT

**JACK LAURIER** is a boutique luxury real estate operator and advisory firm, focused on luxury SFL (Single Family Leisure) real estate as an institutional grade investment vehicle for UHNWIs and family offices.

Luxury SFL assets under our stewardship have a proven track record of grossly outperforming industry standards, as well as outperforming all other asset classes in the NCREIF Property Index, making the niche an exceptional hedge for preserving and compounding wealth over multiple generations.

We use big data to identify exceptional vacation homes in high-barrier-to-entry growth markets, and that can generate double digit yields (unlevered) when repositioned into branded vacation rental operations.

Our system for gathering proprietary market intelligence and sourcing assets with rare intrinsic value was used as the basis for an award-nominated econometrics dissertation at the University of Warwick (an economics program ranked in the top 1% in the world).



**CHARLES J. CENTAURO**  
Founder & Principal  
Asset Management and Marketing  
[in →](#)



**CAROLA LEIBL-COTE**  
Home Experiences  
Interior Design and Home Experiences  
[in →](#)



**JASON KATES**  
Booking Operations  
Bookings and Staff Management  
[in →](#)

## ALIGNED INTEREST

Our property partner and investor base is made up of private wealth management professionals, UHNW individuals and family offices looking to hedge their current real estate holdings with asymmetric returns from the low-risk profile of the SFL asset class.

**JACK LAURIER EARNS PROFIT WHEN VALUE** is created for our property partners, and is compensated on a success basis. The deals we present have none of the restrictions you get with traditional pooled real estate investments, and we offer the opportunity for upside on both sides of the asset. EASY, CLEAN deals with asymmetric upside potential, that we like to close FAST.

**THE SEGMENT IS EXTREMELY WELL PROTECTED**, with asymmetric barriers to entry, lagging competition, and unique downside protection components.

**AN EXCEPTIONAL HEDGE**, real estate portfolios not already holding strong cash yielding luxury SFL assets are deprived of their asymmetric return profile and are losing millions.

**PERFECTLY POSITIONED FOR LONG TERM GROWTH**, single family homes are a darling asset class for large institutional investors. There have been no material portfolio trades in the luxury SFL segment to date, offering asymmetric upside for investors before they inevitably start.

**FOR EVERY 9 OUT OF 10 FAMILY OFFICES, THE WEALTH DOESN'T MAKE IT** past the second generation. The luxury SFL asset class is one of the smartest vehicles for preserving and compounding wealth over multiple generations.

## \$150M+

JL has proven operational experience with over \$150M+ of luxury SFL assets in 36 destination markets across the Americas, Caribbean, Europe, and Southeast Asia.

## 1%

Assets under our stewardship generate more revenue than 99% of all highest-grossing properties in our segment, outperforming notable local and larger operators as much as 10 to 1.