

Strategic Growth Advisory



Where housing innovators find strategic guidance to scale, increase revenue, and drive impact

About SGA



Strategic Growth Advisory (SGA) is the private-sector advisory arm of AHI. We work with mission-driven developers, nonprofits, community-based organizations, investors, funds, and financial institutions to design, grow, and execute affordable housing solutions that are impactful, scalable, replicable, and financially sustainable. AHI supports SGA clients at critical moments of growth—entering new markets, launching new housing products, or strengthening organizational platforms to scale impact.

“ AHI has been a vital strategic partner to Bareng Corporation. Their global expertise in real estate development and finance has equipped our start-up with the insight and confidence needed to structure our business for long-term impact and sustainability. ” Gilbert Bareng, CEO, Bareng Corporation

Why AHI?



International Housing Expertise: Practical hands-on experience across the entire housing value chain in emerging markets - a bridge from local to global.

Comprehensive Toolbox of Customized Services: Mentorship, assessment frameworks, and modeling tools for product/program development, market assessment, project feasibility, platform growth, and capital raising.

Government and Institutional Experience: Extensive experience working with a range of private and public sector stakeholders.

Services Offered



We provide analytical and strategic capacity to accelerate decision-making and support adaptive execution — helping SGA clients take actionable, scalable steps towards positive disruption of the housing ecosystem.

Platform and Financing Development



- **Platform Development:** Business plans, team growth
- **Platform and Project Financing:** Capital strategy, deal structuring, financial modeling, proforma development
- **Strategic Partnerships:** Leveraging AHI's platform and experience

Market and Housing Ecosystem Assessment



- **Market & Regulatory Assessment:** Multi-level housing value chain analysis (AHI's proprietary framework)
- **Ecosystem Mapping:** Identifying strategic stakeholders and market players, supporting the client in key forums
- **Risk Analysis:** Political, financial, and operational risks and mitigation strategies
- **Institutional Assessment:** Capacity review and recommendations

Market Positioning and Strategy Development



- **Leadership and Market Positioning:** Leadership training, niche definition, and development of a unique value proposition and brand, grounded in market assessment.
- **Project and Portfolio Development:** Scoping and opportunity assessment, support to secure first project

Project and Programmatic Support



- **Customized Solutions:** Program/project recommendations and implementation mechanisms
- **Innovative Design:** Value engineering of supply-side and demand-side innovations
- **Targeted Interventions:** Aligning resources to meet affordability requirements for intended beneficiaries
- **Impact Assessment:** Cost-benefit analysis, program/project evaluations

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Examples of Clients and Projects



A community development organization working to expand affordable housing in the neighborhoods of Boston.

AHI is the financial advisor to Urban Edge to evaluate and support a merger and acquisition with Nuestra Comunidad, which includes detailed due diligence, strategic guidance, organizational strategy, and transaction advisory.



Workforce Housing in partnership with school districts in Central Valley, California, USA.

AHI is supporting platform development, defining the firm's value proposition, securing the first deal and strategic partnerships, and platform and project financing.



Developing attainably-priced condos for home-ownership in NY and CT, targeting 80-120% AMI households.

AHI is advising on platform development, value proposition, deal identification and structuring, market analysis, financial feasibility assessment, and putting together a Land Acquisition Fund.

AHI by the Numbers



45 YEARS

of leadership in affordable housing



Global impact across

75+ COUNTRIES



15+

in-house housing experts

About AHI



AHI leverages over 45 years of leadership in affordable housing, positively impacting housing ecosystems by guiding our clients on policy, finance, governance, and project structuring.

Through our extensive work and consulting with Development Finance Institutions, supporting private sector innovation with SGA, and the Chrysalis Housing Impact Accelerator, **AHI has directly contributed to transformative housing projects** in Africa, the Americas, South/SE Asia, and Europe.

AHI has developed methods, tools, and frameworks that are essential to addressing housing challenges worldwide. We have been engaged by leading organizations like World Bank, USAID, IFC, AFD, FSD, Rockefeller Foundation, and the Gates Foundation.

Contact



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