

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 and strategic plans, team growth, equity structures

Platform and Project Financing: Capital strategy, fund and investment vehicle structuring, deal structuring, financial modeling, pro forma development

Strategic Partnerships: Capital-provider and strategic partner mapping, positioning, and engagement strategy

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: Organizational capacity, governance, risk and operating-model 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: Product, program and project design, implementation mechanisms, execution roadmaps

Innovative Design: Value engineering of supply-side and demand-side innovations, financial product and program design

Targeted Interventions: Aligning resources to meet affordability requirements for intended beneficiaries

Impact Assessment: Cost-benefit analysis, program/project evaluations

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Service Packages*



Emerging Developer Starter Service

A focused advisory engagement for early-stage developers facing a specific project, financing, partnership, organizational, or pipeline decision. AHI diagnoses the challenge, assesses practical options, and provides a prioritized 90-day action plan.

Emerging Developer Development Readiness

A structured assessment of the developer's platform and/or a specific development opportunity, covering organizational and financial capacity, project feasibility and capital strategy, partnership needs, and the actions required to move toward execution. Available for individual developers or funder-sponsored cohorts.

CDFI Housing Strategy and Capital Advisory

Advisory for CDFIs and mission-driven finance organizations seeking to strengthen housing-focused products, capital strategies, and institutional capacity. Support can include product or fund structuring, capital needs and source mapping, governance and risk frameworks, and strategic/implementation planning.

*Pricing available on request

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.

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