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Turning Point Properties, LLC

Carol Ann Glover and her team at Turning Point Properties, LLC work with investors and owners to renovate distressed residential and commercial buildings in the Greater South Bay area, adding value to properties and the community and providing a great return to investors along the way. Carol and her partner, Dave Salzman, started the business in 2000. She has been a licensed real estate attorney and California real estate broker for almost 30 years.

What motivates you in your work?

"Community! If we can save it, we do! We love the look and feel of the Beach Cities and the eclectic mix of cottages and high-end homes. Some properties cannot be saved based on location and value of the land, but when we find properties that are renovation candidates as opposed to new construction, we love it ... and we make it happen."

What sets your business apart?

"Our hyper-local knowledge of streets and neighborhoods in the South Bay. We merge this knowledge with years of experience successfully renovating projects. We know how to pull out a sharp pencil to mitigate risk and maximize returns for our investors."

Describe your typical client.

"We have three main clients: (1) investors in our projects; (2) individuals who sell us 'as is' condition properties; and (3) individuals who own 'as is' properties but want to maximize sale price, so we joint-venture the remodel, applying our skill and money to the project for a win-win sale."

Who inspired you to work in development?

"Unwittingly, my mom and dad, who embarked on a hobby/investment career of renovating little Manhattan Beach cottages. They taught me about 'value-add'

Carol Ann Glover, Principal

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real estate at an early age. Part of our chores as kids was helping them fix up properties. In fact, the little red house in Polliwog Park was a family-owned rental back in the 1960s, and somewhere in that house are layers of paint that I applied when I was a kid. I love knowing that ... those 'chores' were the beginning of a great career!"

Are you a believer in trusting your instincts?

"Yes, we have to be. In today's market we often get scant time to analyze a deal before we purchase. We can quickly assess current and post-renovation value because we intimately know the diversity of South Bay neighborhoods and have years of cost-estimating experience. But after the numbers are crunched, we have to trust our instincts as to whether the finished product will perform in the marketplace and yield a great return for our investors."