

# Veteran investor launches opportunistic debt, equity platform

Real Estate Fund Intelligence

Vigon has joined forces with Andrew Tavakoli's Tavaco Investments to target opportunities throughout the US

Will Muoio 5th September 2019, 2:00 pm

**Carlos A.G. Vigon**, a veteran commercial real estate investor, has launched **PaxCap Investors** to opportunistically target debt and equity investments. Vigon has joined forces with **Andrew Tavakoli's Tavaco Investments** to target opportunities throughout the US, eventually via a real estate private equity fund structure. The firm has set out initial goals of building a \$1bn portfolio and deploying \$400m.

"It's really important knowing who your capital partners are, particularly in the realm of opportunistic situations, [and] especially in a situational investing when deals are complex," Vigon told *REFI US*.

Vigon is joining forces with Tavakoli due to their similar real estate career paths. Tavakoli started **Tavaco Properties** in 1987 and has invested and transacted over \$1bn in primarily retail and apartment projects nationwide. This matches well with Vigon, who has over 20 years of distressed asset investments experience and leadership. Vigon left **CBRE** as senior vice president in April 2019 after seven years with the firm.

"Andrew is a well-accomplished real estate investor in the realm of opportunistic investing. He has the sensibility and understanding of those types of transactions. There are lots of synergies between us: I'm bringing more bandwidth for more deal execution to add with his financial backing," Vigon said.

PaxCap plans to join forces with companies like Tavaco to tap into capital sources, financial strength and strong balance sheet, as well as identify attractive investment opportunities. Even from inception, creating a deal pipeline remains vital.

"I think we will concentrate our resources and efforts into deal flow and source through getting the pipeline full and taking that to our investors," Vigon added.

Its acquisition activity remains dependent on various factors: market cycle, market inflection points and external factors. The individual experience becomes crucial when trying to evaluate how the market is, especially as it is difficult to pinpoint an inflection point until it is passed. The deep expertise in opportunistic real estate however shows the comfort in the industry.

"It's been something that has been on our minds, mine and Andrew's, for a while. It isn't because we see an impending shift in the market but for both of us this is in our pedigree," Vigon said.



For more information please go to: [www.paxcapinvestors.com](http://www.paxcapinvestors.com)