



## **BROKER AND PROPERTY MANAGEMENT SUPPORT SERVICES**

### Services of the Firm

Delta Associates provides a variety of support services to brokers and property managers of all property types. Brokers rely on Delta's in-depth experience as both market feasibility experts and appraisers to assist their clients in evaluating market opportunities in the pre-acquisition stage, to produce reliable appraisals to secure financing, and to help re-position existing properties in order to maximize returns.

Delta Associates' principals are experienced market analysts and appraisers who are supported by a highly trained staff skilled in data gathering, market surveys, financial analysis and modeling, statistical sampling and general business research.

The firm's broker and property management support services include:

- ***Transaction facilitation*** – including MAI authored appraisals to secure acquisition financing; market studies focused on evaluating overall market health and likely performance of specific properties within the marketplace in terms of absorption, stabilized vacancy, rents and concessions; and pro forma financial analyses to test feasibility.
- ***Assistance in preparing offering packages*** – including third party opinions regarding overall market health and performance; demographic data gathering/analysis; in-depth surveys of competitive projects; supply/demand analysis; and third party financial performance projections.
- ***Assistance in re-positioning existing properties*** – to maximize performance. Services include marketing program review/evaluation; evaluation of rents, turnover, vacancy and absorption; and recommendations for physical and programmatic changes to improve performance.
- ***Landlord/Tenant dispute resolution*** – including lease renewal arbitration.

(OVER FOR ILLUSTRATIVE LIST OF ASSIGNMENTS AND REFERENCES)

### Illustrative of Recent Assignments

- **Market Study/Pre-Acquisition Stage** – market analysis, site evaluation, and program recommendations for a planned upscale apartment project in Carlisle, Pennsylvania. Study used in internal decision making to make a "go/no go" decision on land acquisition.
- **Appraisal/Acquisition Strategizing** – full narrative appraisal, MAI authored, to assist contract purchaser of three existing office buildings in understanding current lease structure and impact on value of lease turnover and physical improvements.
- **Evaluation of Underperforming Properties/Re-Niching** – evaluation and marketing program recommendations for a half dozen existing underperforming apartment projects in Northern Virginia. Study included in-depth survey of most comparable projects, evaluation of marketing program and management efforts, and evaluation of achieved rents, turnover and vacancy. Specific recommendations made for improving performance included re-niching (physical and programmatic improvements) with substantial rent increases to appeal to higher income renters in an effort to reduce turnover, vacancy and collection losses.
- **Offering Packages** – preparation of market study and value opinion as a supplement to broker offering packages for 29 property portfolios located throughout the Eastern United States.

### Clients/References for Broker and Property Management Support Services

- Mr. Tom Nordlinger  
Transwestern Commercial Services  
6700 Rockledge Center Dr., #400  
Bethesda, MD 20817  
301/571-0900
- Mr. Glen Rosenthal  
RG Acquisitions  
7615 McWhorter Place  
Annadale, VA 22003  
703/658-2800
- Mr. Paul Price  
Lincoln Property Company  
1530 Wilson Blvd., #200  
Arlington, VA 22203  
703/522-4600
- Mr. Martin L. Standiford  
Jones Lang LaSalle  
1627 Eye Street, 8<sup>th</sup> Floor  
Washington, DC 20006  
202/331-3333
- Mr. Geoffrey M. Kieffer  
Woodmark Commercial Services  
1025 Thomas Jefferson Circle, Suite 145  
Washington, DC 20007  
202/342-6390
- Mr. Armond Spikell  
Madison Retail Group  
1850 M Street, NW, 12<sup>th</sup> Floor  
Washington, DC 20036  
202/730-2000
- Mr. Peter Framson  
Freedman & Co.  
4733 Bethesda Avenue, Suite 500  
Bethesda, MD 20814  
301/656-2200