

MULTIFAMILY/APARTMENT COMMUNITIES

Publications and Market Feasibility Studies

PUBLICATION/SUBSCRIPTION DATA

QUARTERLY APARTMENT MARKET REPORT IS AVAILABLE BY SUBSCRIPTION

- Covers 60 submarkets from Washington, DC and Baltimore through Philadelphia and Southern New Jersey.
- Only report of its type in the region. It covers current status and historic trends in rents, vacancy, absorption of units, planning pipeline, apartment building and land sales, cap rates, development and operating cost experience, etc.

SERVICES OF THE FIRM

MARKET ANALYSIS AND FEASIBILITY CONSULTING

- Definition and characterization of market area.
- Identification/survey of existing, actively marketing and planned projects as regards rent, unit type and size, vacancy/rent-up pace, product features and tenant profile.
- Projection of demand based on demographic trends and evaluation of housing preferences.
- Project supply/demand relationship over a 3 to 5-year period.

DEVELOPMENT PROGRAMMING AND PRODUCT DEFINITION

- Assessment of subject site as regards market strengths.
- Development programming recommendations including timing for market entry and market niche (unit types, sizes, and rents, as well as unit and project features including design elements and amenities).

“TUNE-UP” OR REPOSITIONING STUDIES

- Evaluate the subject’s performance vs. its peers.
- Evaluate and rate the subject and its peers on a proprietary 60 point checklist.
- Recommend improvements (both physical and management) and estimate impact on rent, turnover, traffic counts, conversion ratios, operating expenses, etc.
- Shopper surveys.

VALUATION SERVICES

- Recommended selling price of project.
- Cash flow estimates.

ILLUSTRATIVE OF RECENT ASSIGNMENTS

ILLUSTRATIVE LIST OF DEVELOPERS RECENTLY/CURRENTLY SERVED:

The Advance Group
The Bozzuto Group
B.F. Saul Co.
Chevy Chase Land Co.
Clark Realty
Fairfield Residential
Foulger-Pratt
Jefferson Apartment Group

Hines
KETTLER
LCOR
Lennar Partners
Lincoln Properties
Monday Properties
MRP Realty
O'Connor Capital Partners

Quadrangle Development
Questar
Rushmark
Southern Land Co.
Trammell Crow Companies
Westrum Development
Wood Partners
ZOM

ILLUSTRATIVE LIST OF LENDERS, ADVISORS, AND INVESTORS RECENTLY/CURRENTLY SERVED:

AEW Capital Management	Boston Financial/Lend Lease	Northwestern Mutual Life
ASB Capital Management	Chevy Chase FSB	Provident Savings & Loan
Bank of America	Greystone Financial	Prudential Insurance Co.
Berkeley Mortgage Co.	J.P. Morgan Realty	SSR Realty Advisors
Boston Capital	Mutual of New York (MONY)	State of Wisconsin Invest. Board

ILLUSTRATIVE LIST OF REITS RECENTLY/CURRENTLY SERVED:

AIMCO	Federal Realty Investment Trust	Post Properties
Avalon Bay	Gables Residential	UDR
Equity Residential	Kimco Realty	Washington REIT

ILLUSTRATIVE LIST OF MARKET AREAS RECENTLY/CURRENTLY STUDIED:

Virtually every submarket of Washington, Baltimore & Philadelphia	Dallas, TX	Nashville, TN
Boston, MA	Fredericksburg, VA	New Brunswick, NJ
Charleston, SC	Harrisburg, PA	New Haven, CT
Charlotte, NC	Hartford, CT	Newark, NJ
Charlottesville, VA	Houston, TX	Orlando, FL
Cleveland, OH	Miami, FL	Phoenix, AZ
	Los Angeles, CA	Statesboro, GA
	Naperville, IL	Wilmington, DE

ILLUSTRATIVE LIST OF PROPERTIES RECENTLY STUDIED/SERVED IN THE WASHINGTON METRO AREA:

555 E Street	The Clark	Monroe Street Market
Adaire	Denizen	One Hill South
BLVD Reston Station	The Edition	ORE 82
The Boro	e-Lofts	Tellus
Chevy Chase Lake	South Alex	West Alex
City Market at O	Sursum Corda	The Wharf
City Vista	The Modern on M	The Witmer

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