

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 researchers to assist their clients in evaluating market opportunities in the pre acquisition stage, and to help re-position existing properties in order to maximize returns.

Delta Associates' principals are experienced market analysts and researchers 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:

- **Market Overview** – a review of economic and market conditions for all property types that a brokerage firm uses to discernment to its investors to demonstrate they are on top of market conditions.
- **Transaction facilitation** – feasibility studies 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.

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.
- **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.

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