



RECEIVERSHIP AND **ASSET MANAGEMENT SERVICES**



The Rappaport Companies

## ➤ Proven Retail Real Estate Experience

### Retail Real Estate Experts

Founded in 1984 by Gary D. Rappaport, The Rappaport Companies owns and develops shopping centers and provides retail leasing, tenant representation, property management, construction management and development services for retail space in shopping center and mixed-use developments. Gary Rappaport is a former Chairman and Trustee of the International Council of Shopping Centers and currently serves on the Washington, D.C. Economic Partnership Board.

Our services are targeted specifically for retail properties in the Mid-Atlantic region, including Washington, D.C., Virginia, Maryland, Pennsylvania, West Virginia, North Carolina and Delaware. Our current portfolio includes more than 13 Million square feet of retail space in shopping centers and ground floor retail in residential and office mixed-use properties.

### Receivership and Asset Management

A trusted source for retail real estate services for 25 years, The Rappaport Companies' expertise in development, property management and leasing and vast experience with complex CMBS and CDO transactions has made it the natural resource for receivership and asset management services.

Banks and other financial institutions have turned to The Rappaport Companies for assistance in stabilizing properties and ensuring tenant retention during the transition period between receivership and sale. Our services include:

- Rapid Takeover Procedures

- Development & Implementation of Short-term Tactical Plans and Long-Term Strategic Plans
- Court Reporting
- Seizure of Assets
- Property Management & Leasing
- Marketing & Communication
- Establishment of Exit Strategies to Maximize Asset Value



Our list of prior receivership and REO clients includes some of the nation's most prominent banks and insurance companies, such as:

- South Charles Realty
- Prudential Financial Inc.
- Maryland National Bank
- Citizens Bank of Maryland
- Massachusetts Mutual Life Insurance Company (Mass Mutual)
- Liberty Mutual Group
- Wells Fargo & Company
- Alex Brown (Deutsche Bank Alex. Brown)

## Property Management

Through full-service property management services, we manage all aspects of the center's physical plant, handle all vendor contracts and review insurance coverage and policies and provide full accounting and financial reporting services. In addition, we provide:

- Physical Property Inspections
- Preventive Maintenance Programs
- Financial Performance Reviews
- Variance and Exception Reporting

## Leasing

Our leasing services include re-merchandising and tenant retention strategies, renewals, rent abatement negotiations and collections, as needed. A base of more than 1,000 existing tenants and multiple listings with some of the Mid-Atlantic region's top real estate developers and landlords gives us the knowledge, contacts and experience to bring viable national, regional and local retailers to our clients. Our experience in tenant representation also gives us contacts and insight critical in understanding the retail market. In addition, we provide targeted marketing programs to draw traffic to assist existing tenants, facilitate tenant retention and to lease vacant space.

## Construction

The Rappaport Companies is experienced in all facets of shopping center construction, including new shopping center development, expansion, renovation and tenant build-out services. This gives us the ability to step in and handle the completion of interrupted construction projects, retrofit spaces for different uses, meet space delivery requirements and handle

tenant build-out projects and issues. An integrated system of tenant construction estimates gives our leasing department real numbers to work with when pursuing leasing scenarios and preparing proposals. For properties that will be held on a longer term basis, we can provide strategies for adding value to the property and implement renovation and expansion projects.



## Tailored Services

We provide our clients with the exact level of service they require. We can provide full management and leasing services or only specific needed services. We have significant experience with a wide variety of institutional software. In addition, our financial reporting services can be tailored to meet specific client criterion, using specific institutional software.

PROVEN RETAIL REAL ESTATE EXPERIENCE



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STEPHEN R. PUGH  
CHIEF OPERATING OFFICER  
571.382.1257  
SPUGH@RAPPAPORTCO.COM

FRANK M. PIERUCCINI  
CHIEF FINANCIAL OFFICER  
571.382.1249  
FPIERUCCINI@RAPPAPORTCO.COM