



# MARKEIM- CHALMERS INC

*Commercial Realtors and Appraisers*

## ASSET MANAGEMENT AND REO STRUCTURED SALE PROGRAM

Partnering with REO departments to maintain and secure value of real estate assets to ensure maximum resale value. Delivering a structured disposition program that is both time-saving and cost-effective.

## PROGRAM AT-A-GLANCE

### **Property Management:**

Single point of contact for initial property repair, ongoing maintenance, vendor management, and sale preparation

### **Accelerated Marketing Service:**

Full service brokerage platform with structured REO sales program to deliver quick asset disposition: Either auction or standard marketing

### **Appraisal Services:**

In-house appraisal team to prepare updated valuation and comprehensive due-diligence materials (Optional)

### **Reporting Services:**

Customizable weekly property status reports with detailed activity and expenses

## WHY MARKEIM-CHALMERS?

- Highly experienced, full service commercial real estate firm since 1922 servicing a mix of national, regional, and local clients
- Large market share of balanced product type (Office, Retail, Warehouse, and Land). Currently, over 100 active listings ranging in value from \$150,000 to \$9,000,000 and from 1,000 SF – 120,000 SF.
- Concentrated focus and understanding of the Southern New Jersey market
- Quick response project management team with over 40 years of experience
- Skilled in-house appraisers, who perform more than 300 commercial and 3,000 residential appraisals a year



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# SCOPE OF SERVICES

## PROPERTY MANAGEMENT SERVICES

MCI Management becomes the single point of contact for all property related issues

- Initial property assessment and development of business plan to secure, stabilize, and maintain asset value.
- Vendor Management: Identify and negotiate service contracts using bulk buying power, implement maintenance schedule, supervise work, and approve/ disperse payments. Vendors include: Landscapers, HVAC, roofers, and general contractors.
- Prepare property for sale incorporating any value added repairs or cleanup.

## ACCELERATED MARKETING SERVICE

Streamlined sales process to deliver quick disposition of real estate assets

- Develop initial marketing strategy including brochures, due-diligence materials, financial projections, and choose of Auction or standard program.
- Establish Auction bid procedure and deadlines in addition to preparation of a standardized agreement of sale to streamline the process.
- Markeim-Chalmers' regional and national database (i.e. Investors, Developers, Commercial Brokers, Business Owners, and), listing services (i.e. Loopnet, CoStar, MLS), newspaper advertisements, mailers, website and signage.
- Execute sealed bid process with the collection, review, notification and general oversight by Markeim-Chalmers.

## APPRAISAL SERVICES

Update asset's valuation to verify financial assumptions

Markeim-Chalmers' in-house appraisal team will perform a full or limited property assessment to accurately estimate current market value. The appraisal process helps establish financial assumptions and in the process, creates a comprehensive due diligence package for marketing purposes.

## REPORTING SERVICES

Closely monitor the status of your assets

Markeim-Chalmers will provide standard property reports to include property specific activity reports provided by broker along with maintenance and property expense reports. In addition, customized reporting is available based upon lenders' specifications.



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