



STOCKTON
REAL ESTATE ADVISORS

**A COMMERCIAL REAL ESTATE
INVESTMENT & ADVISORY COMPANY**



**DIRECT
INVESTMENT**

**CORPORATE
ADVISORY**

**LANDLORD &
TENANT
ADVISORY**

**ASSET
MANAGEMENT**

**PROPERTY
MANAGEMENT**

**Stockton Real Estate Advisors
1760 Market Street, Suite 900
Philadelphia, PA 19103
215-636-4444 | www.StocktonREA.com**



STOCKTON REAL ESTATE ADVISORS



WHAT SETS US APART

We are one of the Mid-Atlantic region's leading commercial real estate firms providing strategic and innovative solutions to meet our clients' and partners' business objectives. Our clients and partners include REITs, institutional owners, fund managers, financial institutions, non-profit organizations, corporations and individuals.

We focus on value creation and provide a wide range of commercial real estate services including direct investment, corporate advisory, tenant and landlord representation, and asset management services in the office, industrial, and mixed-use property sectors.

WHO WE ARE

SREA is a commercial real estate investment and advisory firm comprised of senior level leasing, management, investment and capital markets professionals. We concentrate our efforts on direct investments, corporate advisory, location consulting, landlord and tenant advisory and property management services.

WHAT WE DO

SREA acquires, develops and repositions office, warehouse and multi-family properties or their underlying debt to achieve superior risk-adjusted returns.

We assist clients seeking to acquire, develop or lease facilities in the Mid-Atlantic region, advising them as to the best strategies and execution for leasing, managing, redeveloping or selling their leased or owned assets.

SREA understands the need for each tenant to be represented in a way that consistently holds the client's interests and goals in the highest regard, and invest considerable time and energy to gain a keen understanding of each tenant's business vision for their next headquarters or facility location.

WHY WE ARE SUCCESSFUL

- Our full attention is devoted to a limited number of relationship-driven clients.
- We are proactive advisors focused on the right business and real estate solution for our clients.
- We employ an open, collaborative approach that enables us to realize client objectives in a respectful and intelligent manner.

**DIRECT
INVESTMENT**

**CORPORATE
ADVISORY**

**LANDLORD &
TENANT
ADVISORY**

**ASSET
MANAGEMENT**

**PROPERTY
MANAGEMENT**



STOCKTON REAL ESTATE ADVISORS

DIRECT INVESTMENT

Stockton Real Estate Advisors (SREA) develops, acquires, and repositions office, warehouse, and mixed-use properties or their underlying debt to achieve superior risk-adjusted returns. Our targeted geographic markets center on the Mid-Atlantic region.

REAL ESTATE ANALYSIS

- Identify market and submarket priorities
- Establish inventory of real estate alternatives including on market/off market and debt vs. equity
- Assess owner/seller financial condition
- Determine municipal incentives

INVESTMENT ANALYSIS

- Establish investment criteria
- Determine optimal capital configuration
- Propose pricing levels
- Secure equity co-investment capital (if desired)
- Secure property level debt (if desired)

INVESTMENT EXECUTION

- Direct physical and legal due diligence
- Recommend property management and other professionals as necessary
- Coordinate closing
- Transition operations

INVESTMENT CRITERIA

- Well-located, Class A office, warehouse and mixed-use properties
- Poorly performing assets purchased at a discount
- Debt instruments underlying inherently strong properties
- Selective opportunistic development with solid risk-adjusted returns



STOCKTON REAL ESTATE ADVISORS

CORPORATE ADVISORY

Stockton Real Estate Advisors (SREA) provides a range of advisory services designed to meet and exceed the business objectives of our clients. Our approach combines a commitment to quality, creative solutions, and long-term working relationships.



PORTFOLIO ANALYSIS

- Inventory of current properties
- Leased vs. Owned
- Property Types

STRATEGIC OCCUPANCY ANALYSIS

- Current portfolio match up with the client's business plan

STRATEGIC PLANNING

- Long-term integration of business strategy with real estate strategy

PORTFOLIO ADMINISTRATION

- Actively manage portfolio utilizing industry software

COST REDUCTION STRATEGIES

- Property disposition
- Sale vs. lease back
- Operating cost audit

MAXIMIZATION OF REAL ESTATE VALUE

- Highest and best use analysis
- Consolidating & repositioning

ACQUISITION DUE DILIGENCE

- Analysis of real estate assets of target company
- Impact on balance sheet
- Impact on client's strategic planning



STOCKTON REAL ESTATE ADVISORS

TENANT ADVISORY

Stockton Real Estate Advisors (SREA) Tenant Advisory 5-Step process is a rational, orderly procedure that assists our clients in making informed decisions. We provide senior level guidance, educate our clients, document and analyze every alternative, and negotiate business terms of the transactions.

FIRST STEPS

- Establish team
- Audit existing commitment(s)
- Identify objectives and decision criteria
- Define parameters and goals

MARKET EVALUATION

- Prepare comprehensive market survey
- Develop list of viable alternatives

ANALYZE THE ALTERNATIVES

- Create RFP utilizing client's parameters and criteria
- Prepare benefit analysis and recommendations
- Develop comparative financial models

NEGOTIATION

- Conduct parallel negotiations with top alternatives
- Create LOI enumerating key terms and conditions
- Refine business and financial terms during negotiation
- Prepare final documents

IMPLEMENTATION

- Orchestrate execution of final documents
- Monitor the review of schematic designs, construction documents, construction and move-in



STOCKTON REAL ESTATE ADVISORS

LANDLORD ADVISORY

Stockton Real Estate Advisors (SREA) continues to be an unparalleled leasing representative and trusted advisor to landlords throughout the Mid-Atlantic region. At SREA, we understand how to leverage our skills and network our longtime tenant, broker and business relationships to elevate occupancy levels and exceed financial pro formas.

LANDLORD ADVISORY OVERVIEW

- Customized marketing game plans, property branding and renovation concepts
- Coordination of multi-media communication and advertising services
- Direction of in-house leasing, development and management personnel
- Long-standing tenant, broker and business relationships

LEASING

- Assess current leasing strategy
- Review status of competing sub-markets and confirm viability of property leasing assumptions
- Tour property vacancies and assess leasability
- Confirm adequacy of project tenant improvement packages
- Inspect base building conditions
- Investigate feasibility of securing miscellaneous income
- Explore ways to increase revenue through alternative lease structures
- Assess lease security levels
- Prepare alternative financial modeling



STOCKTON REAL ESTATE ADVISORS

ASSET MANAGEMENT

Stockton Real Estate Advisors (SREA) manages office, industrial, residential, and mixed-use properties on behalf of lenders and owners. SREA fully integrates with our clients' organizational structure to provide services ranging from asset valuation and disposition guidance to daily operational control.

DUE DILIGENCE

- Conduct physical and economic due diligence to develop asset-specific strategies

LEASING

- Leverage market knowledge and relationships with the brokerage and business communities to negotiate leases that enhance property value

PROPERTY MANAGEMENT

- Develop and implement operating, financial and capital programs in order to maximize property cash flow, occupancy levels and long-term value

PROJECT MANAGEMENT

- Coordinate capital improvement projects by competitively bidding all major contracts and implementing cost mitigation practices

DISPOSITION

- Market, negotiate and sell assets to achieve optimal value

RECEIVERSHIP

- Protect and stabilize the value of assets by court-appointed receiver



STOCKTON REAL ESTATE ADVISORS

PROPERTY MANAGEMENT

As Property Manager, our role is to support the asset management and leasing efforts, ensure tenant satisfaction through efficient day-to-day management and improve net operating income through aggressive expense control.

A STRONG TEAM

- Seasoned professionals
- Institutional training, entrepreneurial drive, **owner's mentality.**
- Extensive network of vendors, contractors, and service providers

PROJECT MANAGEMENT

- Tenant fit-out and capital expenditure oversight guidance
- Review and collaboration of design elements
- Budget and bid review/value engineering
- Vendor/contractor negotiation
- General contractor/subcontractor management
- Lender/inspector coordination

COST CONTAINMENT & RECOVERY

- Identification of operating savings
- Competitive bidding for all major contracts
- Recommend ways to improve cash flow
- Review leases and capital costs
- Implement construction cost management practices
- Review real estate tax bills

SREA BRINGS TO THE TABLE...

- Building & maintaining excellent tenant relations
- Setting the highest and most cost-effective standard for property maintenance
- Proficiency and knowledge in financial and physical building operations
- Disaster recovery expertise
- Capital and tenant improvement projects delivered on time and on budget