



EXCELLENCE  
AT A HIGHER  
LEVEL



 **ECHELON**  
PROPERTY  
GROUP



Echelon Property Group is a private real estate firm providing multifamily owners a comprehensive range of real estate services, including property and asset management, renovation, financing, and acquisition due diligence.

Originally focused on acquiring, renovating and repositioning company-owned communities, Echelon Property Group has evolved into strictly a third party multifamily operational platform that manages more than 3,500 units along the Front Range. Without the distraction of property ownership, Echelon is able to deliver a higher level of service to our clients through a singularly focused management strategy.

Founded with an entrepreneurial spirit that fosters a culture of personal growth, innovation and accountability, Echelon Property Group is poised to take your property to the next level. We believe our focused “hands-on” philosophy is the best approach to maximize asset values.

By combining an owner’s perspective and market knowledge, the efficiency of a broad-based professional management platform and the depth of experience among our leadership team, we are uniquely qualified to deliver consistent performance and enhance our clients’ asset values over the long term.



## broad range management expertise

- More than 50 years of combined multifamily management and experience with Class A to C assets with operations in Colorado, Texas and Arizona
- Completed more than 50 management transitions totaling over 7,500 units
- Completed due diligence and secured equity and financing for more than \$400 million in multifamily assets
- Deployed more than \$25 million in renovation projects ranging from \$3,000 to \$35,000 per unit
- Range of clients include private owners, institutional investors, and lenders
- Lease up management experience for new and unstabilized assets
- Tax Credit Management and Compliance
- Receivership and REO experience with lenders and servicers
- Condominium conversion and HOA management
- Senior and student housing communities





# entrepreneurial approach with an institutional focus

Our “hands-on” approach means we are always prepared to act in your best interest. With leadership backgrounds in REIT and institutional environments, we are highly qualified to make the right moves at the right times.

- Quick adaptation to changing market conditions
- Attention to detail at every level
- Rigorous asset management practices
- Institutional quality reporting and audit proven accounting accuracy
- Expansive policies and procedures

## stable operating platform

- Denver based operations with more than 100 employees
- Local Accounting and Human Resources Departments
- Dedicated in-house training director and Yardi administrator
- More than seven years tenure among management team
- Diverse portfolio across multiple markets
  - 21-456 units, Class A-C, Conventional, Senior, LIHTC
  - Denver, Colorado Springs, Northern Colorado and Mountains
- Urban and suburban locations
- Garden apartments to high rise towers





# cutting edge infrastructure

Implementing innovative approaches to the daily challenges of property management is central to the way Echelon Property Group does business. Improving efficiencies, simplifying processes, and eliminating communication breakdowns allow our on-site teams to focus more on their core responsibilities of leasing apartments and providing excellent customer service to our residents.

We recognize the success of the on-site team has a significant impact on the value of an asset, no matter how large or small. Consequently, we are constantly investing in the latest technology the industry offers, as well as productivity-enhancing systems so our team members have the tools they need to deliver outstanding performance.



# technology at your finger tips

- Internet-based management and accounting software
- Real time data for leasing, payables and accounting
- Consumer-centric website: [www.echelonrents.com](http://www.echelonrents.com)
- Online rent payments, service requests and resident services
- Real-time apartment availability and rental rates
- Online leasing and instant resident screening availability
- Extensive Internet marketing focus and Search Engine Optimization
- 24-Hour call center for prospect calls and emails
- Internet-based timekeeping and payroll systems
- On-site check scanner utilization for rent payment processing
- Company intranet for employee access to forms and manuals



# unmatched financial services

We design reporting systems to be tools, not just streams of data. Our reporting features enable your partners at Echelon the ability to see changing dynamics at a community and affect change in an expedient manner, as well as allow our clients the opportunity for online access to financials and real-time operational data.

Echelon Property Group utilizes Yardi, an internet-based management and financial software that warehouses resident, operational and accounting data for our communities. Yardi can be customized to accommodate a myriad of reporting requirements and financial structures that best suit your needs.

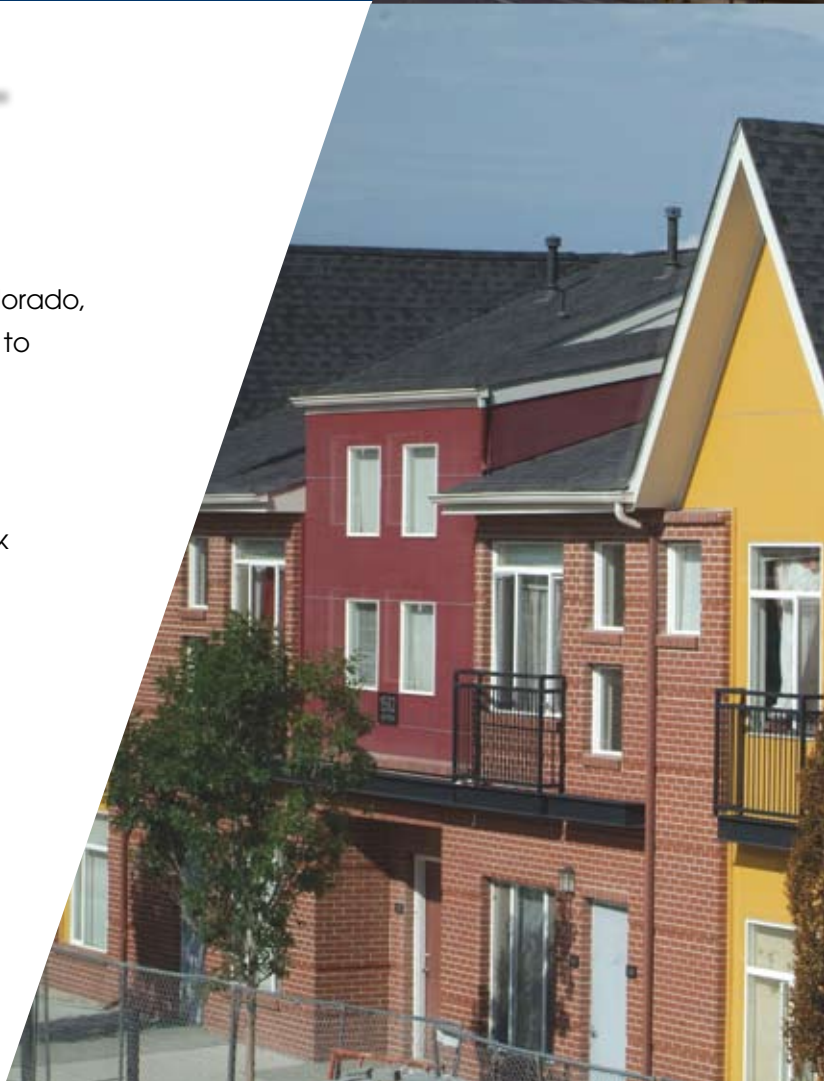
Every client has a dedicated accounting team that together produces monthly financial statements, cash management services and construction / replacement reserve reimbursements.

With more than a dozen audits performed each year, our financial services department has extensive expertise with both HUD and CPA audits.

# significant expense controls

With a long history of operating apartments across Colorado, Echelon has been able to position its sizeable portfolio to implement significant expense control measures.

- Bulk purchasing agreements with local and national vendors in over 12 expense categories
- Extensive product standardization prevents maverick spending
- Low payroll overhead / burden rates (up to 25% less than competitors)
- Cost containment program allows for extremely low worker's compensation rates
- Floating leasing and maintenance personnel reduces contract labor and vacant positions
- Blanket insurance coverage offers significant rate discounts





# renovation experts

With a history of deploying more than \$25 million in capital improvements, Echelon Property Group has developed an expertise in identifying and executing renovation plans that truly add value, not just change a look or feel.



From performing feasibility studies, extensive scope identification and contractor selection to managing in-house renovation teams, architects and designers, Echelon Property Group has significant experience in managing every aspect of the renovation process.

To assure projects stay in-line with expected costs and scope, we provide very detailed reporting and tracking tools to ensure construction draws are managed properly and costs and progress are known at all times.



# improvements that make financial sense

Echelon Property Group has extensive knowledge of value-added improvements that make a tremendous difference to your bottom line.

- Apartment upgrades including cabinets, counter tops, windows, lighting and plumbing fixtures, appliances, floor coverings, molding, bathrooms, and washer-dryer hook-ups
- Clubhouse, model and common area refurbishment
- Exterior paint, siding and roof replacement
- Landscaping and exterior amenity installation
- Signage and masonry accent installation
- Website, logo and marketing collateral rebranding



# superior asset management services

While other firms may offer asset and financial services, we offer skills and successful track records that other management companies simply cannot match. With a long history of owning as well as managing multi-family assets, we are adept at identifying opportunities to enhance value and maximize returns, be it through a buy, sell, refinance or reposition.

- Acquisition, reposition and disposition analysis and execution
- Expansive due diligence services
- Lender sources to facilitate property financing - more than 40 loans closed with Fannie Mae, Freddie Mac, HUD, insurance companies and local banks
- Extensive tax credit compliance program for LIHTC communities
- Receivership and REO management
- Real estate tax consultation and appeal oversight
- Condo conversion management and execution
- Risk management and group insurance programs
  - Insurance claims management oversight
  - Loss control measures reduce liability exposure
  - Programs and incentives ensure safe work and living environments

With our market knowledge, professional management systems and highly-trained team members, communities managed by Echelon Property Group have been able to consistently outperform their peers. We have earned our reputation as one of the premiere real estate managers in Colorado because of our commitment to managing assets with a long-term perspective as well as developing and executing business plans that maximize return on investment.

We invite you to contact us to learn more about how Echelon Property Group can take your real estate asset to the next level.





 **ECHELON**  
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GROUP

5990 Greenwood Plaza Blvd Suite 270  
Greenwood Village CO 80111

**720 236 1400**

[information@echelonpg.com](mailto:information@echelonpg.com)  
[www.echelonrents.com](http://www.echelonrents.com)