

*M* MIDDLETON MEYERS



MULTIFAMILY

MANAGEMENT  
INVESTMENT  
DEVELOPMENT

### WHO IS MIDDLETON MEYERS?

Middleton Meyers is a fully integrated multifamily services provider. Through an unwavering commitment to excellence we develop and execute turnkey solutions for clients, partners and residents. This commitment has enabled Middleton Meyers to manage properties and projects successfully for large and small clients. We always strive for better results, better systems and better ways to serve.

Our team of professionals have experience in all facets of multi-family operations and focus on maximizing performance of stabilized and value-add properties through proactive involvement in property management, capital investment and disposition activities.

#### DIVISIONS:

Management  
Investment  
Development

#### EXPERTISE:

Conventional Apartments  
HOA's  
Affordable Housing  
Student Living  
High-Rise  
Senior Living  
Military Housing  
REO/Receivership

#### CLIENTS & PARTNERS:

Private Equity Firms  
Individual Owners & Investors  
Family Offices  
Pensions  
Financial Institutions  
REIT's  
Universities  
Government Agencies



### 1. CUSTOMER COMMITMENT

Our commitment to our customers is simple. Use good judgment and treat customers in the manner that you would like to be treated. We do everything we can to make them feel welcome and respected.

### 2. EMPLOYEE COMMITMENT

The commitment we make to every employee at Middleton Meyers is that we will never ask them to do anything that we wouldn't do ourselves. We place the highest premium possible on hiring the brightest, diverse and most talented employees possible.

### 3. INTEGRITY

At Middleton Meyers our stance on integrity is easy; always do the right thing. We strive to create an environment in which the application of high legal and ethical standards by all of our employees is the natural and only accepted approach to our business and our daily work.

### 4. FINANCIAL STRENGTH

One of our greatest assets is our financial strength and expertise. This includes our liquidity, access to capital, financial flexibility, and ability to minimize risk. We have the platform and the hands on operating experience to maintain and enhance the value of assets.

### 5. ENVIRONMENTAL RESPECT

Middleton Meyers is a market leader in environmentally conscious real estate development and operations. We are committed to protecting the health and safety of our employees and customers as well as the environmental resources of the communities in which we operate.

### 6. OPERATIONAL EXCELLENCE

Our dedication to the highest possible standards in every aspect of our business is visible in everything we do. It is reflected in the quality of our work and in the consistently high level at which our properties operate.



Sound leadership, unparalleled industry experience and our unwavering commitment to serve is what has set Middleton Meyers apart from its competitors. Middleton Meyers has the national resources to offer every community the highest quality in staffing, training, reporting, technology and support to assure the best possible management of your investments.

The biggest advantage we have is our dedicated and talented staff. We have been able to attract the best and brightest employees in the industry and their goal is to make sure you experience the Middleton Meyers difference.



### MANAGEMENT SERVICES:

- Facility & Maintenance Services
- Leasing & Marketing
- Receivership/REO
- Talent Recruitment & Management
- Resident Concierge Services
- Construction Services
- Disaster Preparedness
- Website Creation, Management & SEO
- Asset Management
- Budget Preparation
- Cost Analysis
- Daily Operational Responsibilities
- Financial Reporting & Accounting
- Market Research and Analysis
- Advertising Efficiency Analysis
- Market Assessment
- Rate & Concession Analysis
- Property Tax Review & Evaluation

*"We brought in Middleton Meyers at the 11<sup>th</sup> hour of a very tricky receivership situation. We needed swift action and they delivered with military like precision. We couldn't have reasonably asked for a better result."*

*-Tim A. (VP, Special Assets, Regional Financial Institution)*

Middleton Meyers seeks to achieve attractive, risk-adjusted returns by acquiring well-located, high-quality apartment communities to which the company believes it can add value. Middleton Meyers has extensive experience in acquiring, repositioning and selling multifamily assets.

Once we've made an acquisition we look for opportunities to create a more competitive and valuable asset by implementing a host of physical and operational improvements that contribute to a more inviting and vibrant living environment. These improvements often include updated unit interiors, the introduction of new unit and common area amenities, increased unit and building efficiency, and a focused marketing and management strategy.

We typically engage in all-cash transactions, but will consider assuming existing financing or seller financing if the terms are favorable. We welcome acquisitions ranging from single assets to large property portfolios.

### INFORMATION REQUIRED FOR POTENTIAL OPPORTUNITIES:

- Property Description
- Previous Year's Financial Statement
- Current Tax Bill
- Terms of Financing
- Photographs
- Location Information
- Current Rent Roll
- Current Detailed Financials



*"Our relationship with Middleton Meyers is a fairly new one but we've known the company's executives for 10+ years. We look at potential acquisitions now from a new perspective knowing the resources they bring to the table."*

*-Jason Millen (Principal, Crimson Partners)*

At Middleton Meyers, we approach every development as a chance to create the greatest possible experience possible for our tenants. The company has professionals in all facets of the development process in-house. Design and construction, project management, land planning and zoning, legal, accounting, etc. Our projects go beyond brick and mortar to ensure their long-term success and sustainability.



### DEVELOPMENT SERVICES:

- Development of Project Concept
- Financial Feasibility and Economic Analysis
- Environmental Investigation
- Budget Development and Administration
- Engineering Site Assessment
- Governmental Approval Coordination
- Site Construction Feasibility
- Value Engineering
- Scheduling
- Market Analysis
- Pro forma Development
- Architectural & Engineering Contract Negotiation
- Design Coordination
- Voice and Video Contract Negotiation
- Estimating
- Design and Constructability Reviews
- Construction Management
- Floor Plan Design

*"Our services and solutions are developed with the tenant in mind. At every step of the process we ask ourselves, is this making the tenants life better?"*

*-Jason Daniels (Vice President, Middleton Meyers, LLC)*



**Ian C. Ferguson**

(704) 332-2000

[ian@middletonymeyers.com](mailto:ian@middletonymeyers.com)

**Jason Daniels**

(704) 332-2000

[Jason.daniels@middletonymeyers.com](mailto:Jason.daniels@middletonymeyers.com)

**HEADQUARTERS:**

(704) 332-2000

**GENERAL INQUIRIES:**

[info@middletonymeyers.com](mailto:info@middletonymeyers.com)

**MEDIA INQUIRIES:**

[media@middletonymeyers.com](mailto:media@middletonymeyers.com)

**HEADQUARTERS:**

3440 ST. VARDELL LANE

Suite J

Charlotte, NC 28217

**MAILING ADDRESS:**

P.O. Box 31608

Charlotte, NC 28231

M MIDDLETON MEYERS

FACILITY  
SERVICES  
GROUP

[service@middletonymeyers.com](mailto:service@middletonymeyers.com)

