

PROPERTY/ASSET MANAGEMENT

In today's economic climate, the role of the Property Manager is more important than ever. The effect a Property Manager can have on the cash flow of an asset can be dramatic. Owners are faced with revenue pressures and ongoing expenses to keep buildings operational and having a qualified manager in the middle can save an asset.

The following are a few of the more critical aspects our Property Managers are focused on right now:

Increased Emphasis on Tenant Retention. Tenants are key in any market, however, retaining existing tenants is vital in this market.

Scrutinizing Operating Expenses. Auditing all fixed costs and reducing expenses is a primary concern to increase bottom line results.

Predicting Realistic Capital Expenses. Capital expenses still are required, however, knowing needs versus wants is crucial.

Proactive vs. Reactive. Predicting shortfalls and planning alleviates unnecessary and embarrassing expenses or capital calls.

Negotiating Aggressively with Vendors. Now is the best time to negotiate or use buying power to obtain favorable pricing and terms.

Diligent Rent Collection. Income is essential and there is a delicate balance between maintaining healthy tenant relations and collecting past due rent.

Signature Property Management continues to gain market share in Michigan and Northern Ohio because we know how to maximize an asset's value. We will continue to focus on these aspects of managing properties to increase our owners' income.

PROPERTY/ASSET MANAGEMENT ACCOUNTS [PARTIAL LIST]

	ACCOUNT	CITY	SQUARE FEET
INDUSTRIAL	Troy Industrial Portfolio	Troy	980,000
	Long Island Industrial Portfolio	Livonia	406,035
	Visteon	Plymouth	251,000
	Livonia Industrial Complex	Livonia	180,000
	Pico	Livonia	180,000
	Roseville Commerce Center	Roseville	122,207
RETAIL	Airport Square	Toledo	189,000
	Majestic Plaza	Warren	111,000
	Golden Gate Shopping Center	Maumee	93,000
	Pickwick Shopping Center	Warren	60,000
OFFICE	First Center Office Plaza	Southfield	638,615
	Bridgewater Place	Grand Rapids	425,000
	606 Madison	Toledo	271,365
	Four SeaGate Building	Toledo	227,415
	Providence Park Medical Office Bldg	Novi	200,000
	Professional Plaza	Detroit	180,000
	UnaSource Health I & II	Troy	138,000
	Wellpointe Medical Building	Rochester Hills	117,000
	Civic Plaza Building	Southfield	114,000
RESIDENTIAL	Hiddenbrook Farms Condominiums	Clinton Twp	212 Units
	Muskegon Retirement Apartments	Muskegon	172 Units

