



First Realty Management

Property Development: Building for the Future

YOUR PROPERTY MANAGEMENT SOLUTION.

“First Realty came aboard in the early stages of the development, so we were able to get their insight on many practical aspects of managing a property while we were setting up the Association. Their advice, based on a depth of experience, was invaluable in helping to avoid unanticipated problems, specifically with the budget process, line item funding, and procedures for communication between management and residents.”

— Community developer, Hingham, Massachusetts

Developing a property from the ground up or rehabilitating existing properties are enormous undertakings that involve many people with diverse goals. Local officials seek compliance with standards, neighbors want to increase the value of their neighborhood, future residents want a property where they can see themselves living, and developers want to know that their hard work will offer promising returns. **Property management plays a key role in ensuring that everyone’s goals are met.**

First Realty Management has unmatched experience **helping developers successfully navigate from construction / renovation through to homeowner control.** We have completed **large-scale apartment and condo conversions with major renovations** in a timely and efficient manner ensuring that residents in place were satisfied. The day-to-day quality of life issues can be considerable and there is no substitute for our particular expertise in minimizing disruptions and maximizing everyone’s satisfaction. Developers of rental properties rely on our **considerable experience with marketing, rent-up and communication planning and implementation.**

Our team is particularly sensitive to a developer’s **marketing and cash flow requirements.** This demands a certain flexibility in approach, and the ability to balance the needs of three distinct groups: the development team, and the renters and individual condominium buyers as they move in.

CAPABILITIES / SERVICES

OVER 50 YEARS EXPERIENCE—we know the market place, and the appropriate local contractors, and maintain an extensive network of local contacts in all relevant areas.

- **EXPERIENCE** in marketing and managing affordable, market-rate, and luxury housing—both rental and condominium. We are intimately familiar with the personalized attention and uniformly **HIGH LEVEL OF SERVICES** required.

- Our volume buying power allows us to **NEGOTIATE SIGNIFICANT SAVINGS** on capital purchases as well as on everyday supplies and equipment for both the development and operating phases.

- The **EXTRAORDINARY DEPTH** of our in-house professional resources enhances the **STRATEGIC THINKING, CLOSE MONITORING,** and **ATTENTION TO DETAIL** that are crucial to success in establishing each property’s unique niche in the market.

- First Realty Management holds the **HIGHEST NATIONAL MANAGEMENT COMPANY CERTIFICATION,** the Accredited Management Organization (AMO®) designation by the Institute of Real Estate Management.

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ABOUT US

First Realty Management has been in the business of managing affordable, market rate, and luxury housing for over 50 years, bringing special insight to every challenge and opportunity. Resources include in-house departments for Risk Management, Marketing, Communications, Construction Supervision, Central Purchasing, Human Resources and Accounting. Our full-time experts are available to assist with everyday responsibilities or with special projects. Creating and maintaining a high quality of life balanced with fiscal responsibility requires experienced and responsive services. These responsibilities are all hallmarks of property management that define the way we think—and the things we do—at First Realty Management. That’s why we are and always have been first.

Contact us to learn more.

CAPABILITIES / SERVICES *(continued)*

EXPERIENCE WORKING WITH ALL TYPES OF MULTIFAMILY PROPERTY from state housing agencies and non-profits to board-controlled or private investors.

- Many **SUCCESSFUL TURNAROUNDS**, some using new or untested programs, mixed income models or hybrid financing arrangements.

- Award winning staff with **DEEP COMMITMENTS** to healthy, safe, and happy communities.

SAMPLE LISTING OF PROPERTIES MANAGED FOR DEVELOPERS

CONDOMINIUM	PROPERTY TYPE	UNITS	LOCATION	SINCE
Black Rock*	Single-Family Homes	138	Hingham, MA	09/02
Chapman’s Reach	Single-Family/ Townhouse	152	North Quincy, MA	02/00
Great Brook Condominium	Townhouse/Garden	116	Norton, MA	01/04
Highlands	Townhouse	35	Needham, MA	09/85
Longyear at Fisher Hill*	Mid-Rise/Townhouse	48	Chestnut Hill, MA	09/98
Quisset Brook	Townhouse	56	Milton, MA	12/84
Salisbury Hill*	Townhouse	280	Worcester, MA	06/04
BOARD CONTROLLED	PROPERTY TYPE	UNITS	LOCATION	SINCE
Adelaide Apartments	Multi-Family Homes	36	Providence, RI	11/03
Davis Commons	Garden	200	Brockton, MA	10/70
Riverside Gateway*	2-3 Family Townhouse	31	Providence, RI	06/05
INVESTOR OWNED	PROPERTY TYPE	UNITS	LOCATION	SINCE
Bay Village	Garden	208	Fall River, MA	10/70
Burbank Apartments	Brownstones	173	Boston, MA	10/70
Camelot Court	Mid-Rise	160	Brighton, MA	10/70
High Point Village	Townhouse	540	Roslindale, MA	10/70
Kent Farm Village	Townhouse/High-Rise	250	East Providence, RI	10/70
Mountain Village	Townhouse	200	Worcester, MA	10/70
Parkside Place	High-Rise	251	Cambridge, MA	10/70
President Village	Townhouse	120	Fall River, MA	10/70

*Units currently under construction.

First Realty manages some 6,000 residential units, including condominiums, board-controlled housing, conventional, market rate, luxury and affordable rental apartments in Massachusetts, Rhode Island and New Hampshire, at over 40 developments ranging in size from 3 to 540 units. First Realty Management provides full service management to its entire portfolio.

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