



PRICE
EDWARDS
AND COMPANY

Multifamily Division



“Price Edwards has consistently provided superior service dedicated to maximizing overall value for the owner and establishing rock-solid resident relations.”

Noel F. Rabb, Vice President | *Trimont Real Estate Advisors*

Price Edwards & Company

Oklahoma's largest commercial real estate firm, Price Edwards, has called Oklahoma City home for nearly 30 years. Price Edwards has been named a Top Workplace by the The Oklahoman, and The Journal Record has named Price Edwards the Top Management Company in Oklahoma for ten years. Price Edwards was also recognized as the 2017 Management Company of the Year by the Apartment Association of Central Oklahoma.

Property Management

Price Edwards & Company is one of the largest, most knowledgeable and experienced multifamily management and brokerage firms in the Midwest. Our clients include pension funds, private partnerships, lenders, special servicers, local investors, corporations, government and affordable housing agencies. We work directly with each client to build relationships making us their local real estate partner. As a privately owned company, you are never more than a phone call away from the person who can make the decisions or provide an answer for any questions you may have. We have closed over \$5 billion in transactions giving us the knowledge to provide you with the best solutions to whatever investment goals you may have.

Market Knowledge

Price Edwards & Company has committed the resources to make sure we are thoroughly familiar with the local markets. Our market study provides very specific information on virtually every

property in the marketplace, provides complete transparency, and provides meaningful insight into the overall trends occurring in the market. Although our main footprint is in Oklahoma, we manage properties in Arkansas, Kansas, Missouri, Mississippi and Texas making our firm the top choice for your regional expertise. In-house brokers track active buyers and sellers in our market; therefore, are able to provide detailed market information, analyze your property's value and when ready, provide full exposure to the right qualified buyers. The combined team of brokerage and management make Price Edwards & Company your one-stop shop for your investment needs. Price Edwards & Company is experienced in the management of conventional communities, tax credit, HUD, and has provided lenders with receivership services. We work with local and state government housing programs and remain in good standing with all of them in the five states of our portfolio.

Technology

Price Edwards & Company provides technology that will help achieve our clients' goals. We maintain a five member staff dedicated to our client needs, such as community websites, social media management, and the study of successful alternative advertising appropriate for each community. We also have the capacity to provide a 3D tour of each property for prospective residents, as well as an online rent pay option.

Client Focus

Our focus is your focus. All of our employees, systems and operations are geared toward accomplishing the objectives of our clients. Our firm is divided into specialties—retail, office/industrial, multi-family, investment—and each of these divisions is headed by an executive whose sole responsibility is to manage our people and our resources to successfully meet our clients' needs. This ensures that your assets will receive the appropriate time and attention.

Performance

With unrivaled performance for almost 30 years, our long-term employees are dedicated to ensuring the highest occupancy levels, while keeping expenses low. We have managed approximately 50,000 apartment homes during our company's history, with a focus on the market trends and operational costs affecting each individual community in our portfolio. An annual operational budget is developed prior to the following year, and once approved is the guideline for rent growth, effective preventative maintenance, utility management, and planned capital improvements. Our team is well trained in the management of income, marketing, preventative maintenance, utility management, safety, resident retention, and team building.



Price Edwards & Company has fully integrated the Yardi property management and accounting platform. We can handle virtually any reporting requirement on a monthly, quarterly or annual basis. Yardi is based upon the industry standard Microsoft SQL server, which allows us to create any custom report in many formats like PDF, Excel, Word and other common computer formats.

We routinely create custom reports for clients to meet specific reporting requirements. As a result, a major initiative has been to move toward paperless and automated systems.

We have also created a custom solution for the paperless processing of accounts payable. Invoices are scanned in once and never touched again. Invoices are electronically routed to the appropriate internal approvers and are reviewed for proper coding and distribution before being imported into Yardi. An owner approval routing option is also available with this system.

**OKC'S TOP
MANAGEMENT
COMPANY**
for **10 YEARS** by
The Journal Record

**TOP WORKPLACE
2014 & 2015**
by The Oklahoman

**2012 & 2017 MANAGEMENT
TEAM OF THE YEAR**
Apartment Association of
Central Oklahoma



Audit

The individual site team performance is audited and scored on a quarterly basis. The audit includes occupancy, collections, property condition and inventory control. It ties to a predetermined and approved operating budget that directs all operation expenses of the examined community.



**Proud Member of the NAA and Recipient
of the AACO Hall of Fame Award**



“I would recommend Price Edwards & Company to my most trusted and closest friends and would stand behind their expertise and trust their judgment. My advice to anyone who is seriously considering selling their apartment complex is to look them up and give them your listing.”

Harry Litke | *Litke Investments, LLC*

Price Edwards & Company | Multifamily Sales



Becky Sesock CAPS, NAA Lyceum | Senior V.P., Multifamily Division

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Becky oversees the operations within the Multifamily Division, and is accountable for the regional managers, as well as training, marketing, leasing, auditing and budgeting for multifamily properties within the Price Edwards portfolio, and is actively involved in the development of new business. Her career represents 40 years of extensive experience in all phases of multifamily and mini warehouse property management, including construction punch, new community lease-up, rehab and feasibility studies with owner affiliations that include individual, institutional and receiverships. She has served as President of the AACO (Apartment Association of Central Oklahoma), and is designated as a CAPS (Certified Apartment Property Supervisor) and an NAA Lyceum through the National Apartment Association. She was inducted into the AACO Hall of Fame in 2012, and led the Price Edwards & Co. Multifamily Division to win the Management Team of the Year that same year, from the association.



David Dirkschneider | Multifamily Investment Team Leader

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David has over 15 years experience in the real estate industry, specializing exclusively in the brokerage of multifamily housing projects and multifamily site selection. Recognized as a leader in the industry and based upon his experience in the Oklahoma multifamily industry, David has been the guest speaker at various events throughout the state and served as the moderator for several industry panels and forums. David has personally been involved in multifamily and land transactions totaling more than \$500 million throughout Oklahoma, Kansas, Arkansas and Missouri. In addition to being Price Edwards & Company's multifamily broker, David Dirkschneider is the Director of the TCN Worldwide Multifamily Group, one of the top commercial real estate organizations in the world consisting of more than 1,500 brokers covering over 200 markets globally and with over \$75 billion in annual transactions. Prior to David's real estate career, David spent seven years in the United States Marine Corps, and continues his public service with his involvement on various different boards, councils, committees and trusts.



Mike Marrara | Senior Multifamily Investment Team Member

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Mike Marrara is a member of the Multifamily Investment Team and serves as Senior Advisor with a focus on the Tulsa Market. He has been active in the commercial real estate industry since 1986 with projects in engineering/surveying and brokerage. Mike has established himself as a leader in multifamily sales in Tulsa. His singular focus on the multifamily market and his familiarity with the various submarkets and neighborhoods have helped him achieve strong results for his clients. Mike has been involved in over \$100 million in transactions among varying property sizes. In addition to his multifamily brokerage experience, his background in land surveying, civil engineering, and land planning has allowed him to successfully handle land assignments for development clients. Mike also brings a unique perspective to the analysis of multifamily property. Versed in branding and repositioning, he can often uncover potential value on a property. Mike earned a Bachelor of Business Administration from Northeastern State University.

MULTIFAMILY SERVICES

Property Management
(Market Rate, Tax Credit, HUD)

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Brokerage

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Investment Management

▪
Valuation, Underwriting & Due Diligence

▪
Feasibility & Market Studies

▪
Property Assessments

▪
Distressed Property Services
(Receiverships, Trustee, Dispositions)

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