



Conventional Property Management

InterMark Management Corporation combines superior front-line personnel, an asset-specific business plan, and sustained operational execution to achieve the property owner's objective for each asset that is entrusted to us.

InterMark Management Corporation is a privately-held, full-service property management company with nearly 30 years of experience in managing apartment communities and approximately 9,000 rental units currently under management. Founded in 1986, InterMark has developed a proficiency in operating apartment assets that is unmatched among the providers of third-party management in the Southeast U.S. Our ability to maintain this superior market position is due to an insistence on well-trained personnel, the expertise we have gained through operating one of the most diverse portfolio of assets in the industry, and a tireless pursuit of maximum yields for our clients.

Our current portfolio of management encompasses a dynamic mixture of properties consisting of approximately 9,000 units, including:

- Conventional market-rate apartment communities
- Affordable Housing, including LIHTC, Rural Development, and HUD-subsidized
- New construction projects, in marketing and pre-leasing phase
- New construction and repositioned assets, in lease-up toward stabilization
- Condominium communities
- Mid-rise assets with structured parking
- Senior living (age-restricted) communities

“InterMark’s impact on an owner’s bottom-line starts with a thorough approach to training our front-line staff.”

- Collett Mattox, Vice President



InterMark provides specialized, compliance-focused services to property owners.

Our Expertise

- Property Management
- LIHTC Properties
- HUD & RD Properties
- Asset Management
- Property Development
- 8,855 Units Managed

The Keswick | Columbia, SC



InterMark delivers a high level of customer service that can only be obtained by retaining a small provider.

Our Management Philosophy

Each asset is an important financial investment and our combination of in-house expertise enables us to take a broader view of a property and then manage according to specific, identifiable factors critical to bottom-line success.

“When a property owners is looking for a company to manage their investment, they look for stability, dependability and results. InterMark’s track record exemplifies these qualities.”

- Andrea Mays, Director of Operations

InterMark’s staff delivers a unique combination of knowledge and skills that some firms attain only by calling on outside sources. Our principals and management team have extensive background in ownership and development as principals and we leverage these talents to the benefit of our clients. Additionally, our experience in banking, capital markets, asset management, and our capabilities related to various government programs, such as affordable and tax credit compliance, strengthen the traditional property management role leading to excellence in management.

Who We Are

The Principals of InterMark

Mark Stuckey

President

Mark has over 25 years of experience in the real estate management, brokerage, and development arena. He is involved in all aspects of the company, with primary emphasis on operational analysis, real estate development, and finance. Mark fosters and maintains relationships with InterMark’s base of investors and has oversight of corporate strategic planning. Mark also directs acquisitions and dispositions for the company, including investment analysis, contract negotiations, and oversight of the due diligence process. Mark currently serves as the Manager of InterMark Development, LLC, a real estate company specializing in apartment sales, retail sites, and income producing properties. Mark has a Bachelor of Science degree in Financial Management from Clemson University.

Collett Mattox

VP, Property Management

Collett oversees all aspects of property management for InterMark. She has over 30 years of experience in all facets of conventional, Tax Credit, Rural Development, HUD and condominium rental properties. Collett has also worked extensively with new construction and managed rehabilitation projects from the initial proposal, through final inspection, to successful stabilization. Her range of experience, strong management skills, and bottom line focus give InterMark a strong owner-oriented Property Management Division. Collett is a licensed Property Manager In Charge in South Carolina, a member of the South Carolina Board of Realtors, an Assisted Housing Manager (AHM), a Housing Credit Certified Professional, a member of the Institute of Real Estate Management (IREM) and a Certified Property Manager (CPM).

Affordable Property Management

Portfolio Summary

Units Under Management

6,590	South Carolina
983	North Carolina
922	Georgia
125	Tennessee
120	Maryland
115	Virginia
8,855	Total Managed

The goal of InterMark's Affordable Properties Division is to create value for each owner by maximizing the return on investment and preservation of the asset, while simultaneously assuring that the property remains in full compliance with all governmental requirements applicable to the asset.

InterMark entered the Low Income Housing Tax Credit (LIHTC) arena with its first property in 1986. Since that time, we have enjoyed decades of superior record keeping and reporting to all government monitoring agencies, and we have expanded our compliance function to include bond, rural development and HUD financed properties.

To ensure LIHTC compliance, InterMark:

- Conducts an initial review of all current files
- Conducts a site training seminar within 60 days
- Completes quarterly compliance reviews (by the Regional Property Manager)
- Completes bi-annual compliance reviews (by the Compliance Coordination Team)
- Holds bi-annual training seminars (conducted by the Compliance Training Coordinator)

“Most companies only use generic training seminar available nationwide. InterMark has gone the extra mile by developing comprehensive, in-house Compliance Training Program.”

Reva Young , Director, Compliance

LIHTC Management

The Internal Revenue Service's vigorous focus on Low Income Housing Tax Credit compliance remains in full-force and owners continue to find themselves under pressure to conform to the stringent guidelines of the LIHTC program.

In the past, owners who have not understood the inherent risk of these properties have granted management to companies who have not had the knowledge or the resources to adequately protect the owner against the risk of recapture of tax credits and by extension, great financial loss. That is why InterMark is dedicated to in-house and external training of all Tax Credit staff members to ensure the most conservative compliance requirements are consistently maintained.

Since 1986, InterMark's specialization in management of LIHTC properties has continued to evolve and includes new LIHTC construction, in which we manage several lease-ups annually for certain portfolio clients. InterMark is educated in the restrictive time frames in which an owner must place a property into compliance, and aggressively pursues maximizing full tax credit income in the property's first year.

Upon takeover of existing LIHTC properties, InterMark's Compliance Coordination Team assists in a full audit of all current property files to determine the level of compliance the staff is maintaining. Within sixty days of takeover the staff will complete a training seminar given by InterMark's LIHTC Training Coordinator. The Compliance Coordination Team is also responsible for monthly, quarterly, and annual file audits of all tax credit properties, as internal monitoring on a recurring basis is key to successful LIHTC management and compliance.

Currently InterMark boasts three staff members with NAHB Housing Credit Certified Professional (HCCP) Tax Credit Designations as well as several other candidates for the Designation. The management of Low Income Housing Tax Credit apartments makes up approximately one-half of InterMark's current portfolio. Presently, InterMark manages both Conventional/Tax Credit and Rural Development 515/Tax Credit properties.



Contact Us

InterMark's expanse of operation covers six states, including Georgia, Tennessee, South Carolina, North Carolina, Virginia and Maryland. With offices in **Columbia, South Carolina** and **Atlanta, Georgia**, we are well-positioned to provide InterMark's brand of specialized apartment management to property owners throughout this entire geographic region. InterMark is focused on managing multifamily assets for both new and existing clients and sourcing investment opportunities for its Principals, through acquisition or new construction.

We look forward to answering any questions you may have about InterMark or our services.

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