



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

“As owners of apartment assets ourselves, we have a keen appreciation for the ‘owner’s perspective’ when it comes to managing their investments.”

- Mark Stuckey, President



InterMark provides specialized management services to property owners.

Our Expertise

- Property Management
- Asset Management
- Property Development
- Joint-Venture Equity
- Tax-Credit Management
- 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.

“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’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).

Portfolio Summary

Units Under Management

6,590 South Carolina

983 North Carolina

922 Georgia

125 Tennessee

120 Maryland

115 Virginia

8,855 Total Managed

Conventional Property Management

The goal of InterMark's Conventional Properties Division is to create value for each owner by maximizing the return on investment and through preservation of the asset. Taking a broad view of each property, while having the resources to provide management excellence, enhances our ability to attain this goal.

Optimizing Return on Investment

At InterMark, the goal of optimizing investment returns is accomplished by concentrating our resources at three primary levels:

- Effective on-site property management using well-trained personnel, established maintenance procedures, a creative leasing staff, a superior management control system and diligent expense monitoring.
- Continuous awareness of critical issues, including management of financial risk, financial structure, the strategic business plan and exit strategy. Our focus at this level includes creatively exploring financing and investment alternatives from the owner's perspective.
- Our investment in technology and our use of customized owner reporting, enhance our ability to examine alternatives and to make practical and profitable recommendations to our clients.

"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

'The Bottom-Line starts with the Front-Line'

At InterMark, we are not only fond of saying that *the bottom-line starts with the front-line*, we truly believe the key to each property's success is an emphasis on delivering the best front-line personnel in our industry. Our commitment to recruiting, training and retaining superior front-line staff ensures achievements in the crucial areas of leasing, budget control and resident satisfaction. These achievements assure the realization of the property owner's goals.

InterMark provides a dynamic training program that enables each property to operate effectively through the presence of well-prepared personnel. Our strong commitment to training allows us to provide a comprehensive learning experience through a combination of instructor-led courses and self-guided online training modules. The program focuses on the most relevant and practical property management skills currently required of front-line staff at today's highly-competitive, market-rate communities, including fair housing compliance, sales and leasing, marketing, maintenance and customer service.

Managing from an Owner's Perspective

InterMark's portfolio of both third-party assignments and owned assets, allows our clients benefit from our instinctive approach to property management from the owner's perspective. As owners of multifamily assets, our inherent mode of operation is aligned with the rational and motivations of our third-party clients. We are pragmatic in approach to property management and the hallmark of our customer service is the accessibility that our clients have to the principals and corporate leadership of our company. These factors allow us to problem-solve from an owner's perspective and maintain unhindered channels of communication with our clients.

InterMark has been headquartered in Columbia, South Carolina since it was founded in 1986. Our expanse of operation covers six states, including Georgia, Tennessee, South Carolina, North Carolina, Virginia and Maryland. With a recently established regional office in Atlanta, Georgia, we are well-positioned to provide InterMark's brand of specialized apartment management to property owners throughout this entire geographic region.



**INTERMARK
MANAGEMENT
CORPORATION**

Contact Us

With offices in **Columbia, South Carolina** and **Atlanta, Georgia**, 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.

Headquarters

InterMark Management Corporation

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Phone: (803) 790-2000

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Regional Office

InterMark Management Corporation

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InterMark's Development Activities

InterMark continues to align its interests with Class A apartment developers with its equity investment in *400 Rhett* (Greenville, SC)

400 Rhett is a 150-unit, urban mid-rise, Class "A", apartment community currently under construction in downtown Greenville, SC. The project will consist of a single 5-story, elevator-serviced building, with structured (podium) parking, high-end interior finishes and well-appointed common area amenities. First units at in the development are scheduled to be delivered in September 2014.



In addition to being engaged to manage the asset, the principals of InterMark made a significant investment as limited partners in this development at land acquisition.