



# COMPANY PROFILE

**KAHN PROPERTIES**

## About SVN/Kahn Properties

SVN/Kahn Properties was founded in 1983 by Gayle Kahn Belcher as Kahn Properties, Inc., a property management company. In 2016 Kahn Properties expanded by becoming a division of Sperry Van Ness and is now known as SVN/Kahn Properties. Today the company specializes in Commercial Real Estate Brokerage, Real Estate Investment, Property Management of Multi-Family and Commercial properties, Asset Management, and Property Rehab Projects.

In the area of Property Management, the Company excels in the management of mature and historic apartment communities in the Five Point South, UAB, Avondale, Downtown and Highland Avenue district areas. Our buildings have typically stayed leased at a 95% or greater occupancy over the last several years. Our properties cater to young professionals and graduate students in the 25 to 45 year old age group. In recent years, with the overseeing of minor renovations, our retention rates have increased from about 50% to 65%.

The Company manages commercial properties located in the Historic Five Points South entertainment district and in the Upscale Mountain Brook community of English Village.

**Gayle Kahn Belcher** as Owner and CEO of Kahn Properties has been directly involved in all aspects of the development of :

- Market Research experience with an Atlanta-based company in 1982.
- Pickwick Place , a 3 Million Dollar 200,000 square foot retail development built in 1987.
- English Village Redevelopment, a 1.2 Million Dollar, 200,000 sf retail shopping area built in 1997.
- The Townes Condominiums, a 30 Unit upscale Condo Development in 1998.
- Pickwick Place 1.2 Million Dollar Upgrade in 2008.
- English Village 3 Million Dollar, 7,000 sf building addition.
- Numerous Commercial Tenant Lease Negotiations and Build outs.
- Ongoing apartment upgrading in over 300 units.
- Most Recently: The 1.4 Million Dollar, total renovation and transformation of The Avondale Apartments, a 32 unit apartment community and The Avondale II, a 16 unit apartment community.

### Designations:

- Qualifying Broker
- CCIM Since 1995
- CPM Since 1988
- 1994 President IREM Chapter 143
- Birmingham Commercial Realtor Council (BCRC) current board member

### Education:

- University of Wisconsin 1977-1979
- University of Alabama 1979-1981 - Bachelor of Science in Business & Marketing

**Judd Williams** as **Chief Operating Officer** of Kahn Properties has,

- Actively involvement in the daily implementation and operation of all aspects of property management business since 2007.
- Experience in the field of Chief Corporate Trainer for an industry leading educational administrative software company from 1999-2007.
- Previous experience in school administration, instruction, & athletics.
- Most Recently: The 1.4 Million Dollar, total renovation and transformation of The Avondale Apartments, a 32 unit apartment community and The Avondale II, a 16 unit apartment community.

### Education:

- University of Montevallo 1978-1982
- University of South Alabama 1982-1984 - Bachelor of Science in Secondary Education
- University of Florida 1986 - Certificate of Athletic Training Injury Treatment and Rehab
- Mid America Baptist Theological Seminary 1992-1995 - Master of Divinity



# COMPANY SERVICES

**KAHN PROPERTIES**

Brokerage and Management Services provided by Gayle Kahn Belcher, CCIM, CPM and SVN | Kahn Properties, Inc.

## **I. Seller's and Buyer's Brokerage**

At closing, Gayle Kahn Belcher, a licensed Alabama real estate broker, charges a brokerage commission equal to a % of Total Sales Price, if Seller's broker does not offer a commission split, then Buyer must agree to pay the Buyer's broker.

Gayle Kahn Belcher, will provide the following services:

- Act as Liaison between Seller and Buyer and/or other agents.
- Request documentation deemed necessary to evaluate the property in order to submit a Letter of Intent.
- Review/Submit Letters of Intent and provide responses and/or counter offers.
- Facilitate the execution of a contract document between Buyer and Seller and/or their agents after the offer is accepted.
- Submit an initial request for documentation deemed necessary to evaluate the property during the contract diligence period.

## **II. Due Diligence Contractor Service**

SVN | Kahn Properties, Inc. will facilitate the Due Diligence process for the fee based on the size of the property, number of units, leases, contracts, etc. In addition to the standard fee, actual expenses will be billed back to the Buyer. (The fees are not pursuant to the close purchase of the property but are due for scope of services rendered).

SVN | Kahn Properties, Inc. will provide the following services in accordance with the contract to purchase the property:

- Evaluate books and records, leases, service contracts, physical inspection reports, appraisals, loan documents, rental agreements and service contracts, or any other information requested by Buyer and report on the evaluation directly to the Buyer.
- Evaluate any new leases, service or other contracts being considered during the due diligence period, and submit them to the Buyer and/or Buyer's agents.
- If Buyer wishes to hire sub-contractors, will assist in locating and will manage such sub-contractors to evaluate any major concerns, such as deferred maintenance, structural defects, and/or environmental conditions that would affect the value of the property and/or impact capital expenses either immediately or in the future.

## **III. Property Management**

SVN | Kahn Properties, Inc. will provide the following services in accordance with standard Kahn Properties Management contract.

- As part of Kahn Properties expansion in managing outside properties, a standard contract has been developed for all new property management. Property management scope of work pertains to the daily operation of the specific property(s), from managing staff, leasing, negotiating contracts with service providers, collection of rents, general maintenance, general accounting practices and other services necessary for the day-to-day operation of the property.
- Property Management does not include Asset Management unless stated as per Section IV below.

## **IV. Asset Management**

As a service, outside the scope of the daily management of the property, Kahn Properties, Inc. provides Asset Management Services. This service includes:

- Property Evaluation and Procurement strategies for Reserve Funds for future capital expenses and/or major repairs.
- Locating contractors for specific projects to be performed on the property.
- Monitoring of and Follow-up for special projects related to the property.
- Risk Management reviews to be sure the property is covered properly.

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Currently Managed	# Units	Approx. Commercial SF	
Avondale Apartments	32	---	
Avondale II Apartments	16	---	
Delacroix Apartments	17	---	
Tivoli Apartments	15	---	
Watts Tower Condominiums	1	---	
<b>Total</b>	<b>81</b>		
Formerly Managed	#Units	Approx. Commercial SF	
Highland Plaza Apartments	65	---	
Medical Arts Bldg Office	---	225,000	
Cambridge Row Office	---	15,000	
The Laundry Mat	---	4,500	
Sheraton Apartments	125	5,000	
Dulion Apartments	45	3,000	
LaSalle Apartments	32	2,500	
Pickwick Place	---	60,000	
Sheraton Laundry	---	1,200	
English Village	---	40,000	
<b>Total</b>	<b>348</b>	<b>356,200</b>	
Properties Developed while under Kahn Properties Management	#Units	Approx. Commercial SF	Development Date
Avondale II Apartments	16	---	2016
Avondale Apartments	32	---	2015
English Village - 7500 sf 2-Story Addition	---	7500	2014
Pickwick Place Renovation	---	10000	2009
The Townes Condominiums	30	---	1997
English Village - 1st Addition	---	20000	1996
Pickwick Place - 1st Addition	---	70000	1987
<b>Total</b>	<b>78</b>	<b>107,500</b>	

## The SVN|Kahn Properties Value Philosophy...

The philosophy of the Managing Directors of SVN|Kahn Properties is a simple one that is perfectly aligned with the SVN philosophy of placing the client's best interest ahead of everything else.

## Major components of the SVN|Kahn Properties Value Position...

- ❖ Local Ownership - National Impact - International Relationships
- ❖ Management Team with diverse background and over 30 years of experience.
- ❖ Administrative and Technical support On-Site; committed to the success of each Client.
- ❖ Product Specialization
- ❖ SVN Core Covenants
- ❖ SVN Difference

## Regional Office | National Platform | Global Reach...

- ❖ Investment Sales
- ❖ Leasing
- ❖ Tenant Representation
- ❖ Site Selection
- ❖ Tenant Improvements
- ❖ Asset Management
- ❖ Corporate Services
- ❖ Property Management
- ❖ Construction Management
- ❖ Note Sales
- ❖ BOV's and BPO's
- ❖ Auction
- ❖ Short Sales
- ❖ Hospitality and Business Brokerage

## Available Software, Services and Marketing Affiliations...

- ❖ Xceligent
- ❖ Apto
- ❖ Real Capital Analytics (RCA)
- ❖ SVNART
- ❖ REIAs
- ❖ Michael Lipsey Training
- ❖ CCIM Commercial Forum
- ❖ National Product Councils
- ❖ SVN Mail and The Google Platform
- ❖ BuildOut
- ❖ On-Line Demographics
- ❖ Weekly Talking Points (SVNLive)
- ❖ Preferred Vendors
- ❖ SVN Connect
- ❖ Property Specific Websites
- ❖ On-Line Demographics



The SVN | Kahn Properties Team

**Gayle Kahn Belcher, CCIM, CPM | Managing Director**

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SVN Kahn Properties | "Open, Transparent & Collaborative"

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