

FAILED CONDO PORTFOLIO

*Various Florida Markets
Approximately 4,900 Units*

*JMG was engaged on behalf of the **mezzanine lender** to oversee operations of **19 failed condominium communities** in various cities throughout Florida. The goal was to re-tenant the apartments and increase income in order to sell the assets.*

CONDITIONS AT TAKEOVER:

- Occupancies below submarket averages ranging from 14% to 86%
- Inferior management in place
- No formal marketing programs
- Turnover abnormally high
- Resident retention program
- Vacant units not in acceptable rent-ready condition
- High percentage of month-to-month leases



RESULTS:

- ★ **Of the 4,900 units, a total of 3,230 units (66%) sold within the first 9 months to institutional clients**
- ★ Occupancy of the units sold increased an average of 16%
- ★ Total Income increased as much as 54% within the first 4 months
- ★ Average of 26 rentals per month on each property
- ★ Lease expirations staggered to provide manageable exposure each month
- ★ Renewal ratios increased an average of 55%
- ★ Other Income increased \$60,000 per property, per year
- ★ Month-to-month leases reduced by 95%

