



ABOUT US

Goodman Commercial Real Estate is a full-service real estate company, providing Brokerage, Management, and Consulting services to commercial owners, investors, and landlords.

Our Property Management philosophy draws on our 50+ years of property ownership and management and is broken into Five Categories

OUR RESOURCES & CAPABILITIES

TECHNOLOGY

We utilize industry-leading software to track Tenants, Leases, Properties, Units, and Financials for your portfolio. This software allows us to accept rental payments online - via eCheck, Credit Card, or Money Order. It also allows you to view leases, financials, and rent rolls from the comfort of your home or office.

FIELD SUPPORT

Our property managers regularly tour the properties we manage, with or without a specific purpose. This demonstrates a Management presence to your tenants in addition to making sure the property is presentable and at 100% efficiency at all times. Our Managers also are well-versed in interpersonal skills - no more Tenants vacating in the middle of the lease because a property manager was unprofessional.

VALUATION

With our 25+ years of Commercial Real Estate Brokerage experience, we can, at any time, provide you with an opinion of value for your property. This enables us to advise you on factors regarding the potential disposition of your property, no matter the market conditions.

ACCOUNTING & BOOKKEEPING

Our bookkeepers have been performing work on Commercial Properties for over 20 years. They are well versed in categorizing expenses to minimize your tax liability at the end of the year as well as reconciling your NNN expenses to ensure you do not lose money on Taxes, Insurance, and Common Area Maintenance. They also assist our Property Managers and Leadership in preparing yearly and quarterly budgets on a property-by-property basis.

OUR MANAGEMENT LEADERSHIP TEAM

Drew Goodman, ACoM

Vice President

720-440-6270

DGoodman@GoodmanCommRE.com



Mark Goodman

Principal

720-440-6270

MGoodman@GoodmanCommRE.com



Anthony Pansch

Property Manager

720-440-6270

APansch@GoodmanCommRE.com

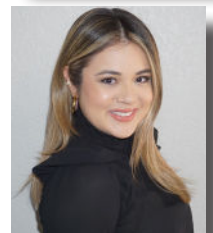


Sigrid Reyes

Financial Officer

720-440-6270

SReyes@GoodmanCommRE.com





Collect Rents

You purchased your investment property for one reason - to make money. We utilize a three-step process to collect rents on your property.

1. **Inform** - we tell every tenant, every month, what they owe and for what reason. No more "we didn't know what we owed, so we didn't pay" excuses.
2. **Refresh** - if we do not receive rent in a timely manner, we remind the tenant what they owe - beginning with a gentle refresher up to applying late fees. Unlike most companies, you receive the late fees as income - not the manager.
3. **Enforce** - If we still have not received the rent after late fees have been applied, we immediately post a 10-Day Demand and begin eviction proceedings. The eviction proceedings are not just a threat - we are prepared to file and go to court as soon as the 10-Day Notice expires.

Maximize Revenue

Collecting rents is a fine start, but it's irrelevant if the rents collected are below-market or under utilized. We regularly review lease expirations and month-to-month tenants to ensure that, if rental increases are available or necessary, we increase them as soon as legally possible.

Additionally, we use both our extensive network of vendors and our personal experience to minimize security deposit returns when applicable and reduce the amount of deposit returned in cases of damage to the property.

Minimize Expenses

We treat your money like it is our money. For every required major expense, we bid out at least 3 different vendors to ensure that a balance of quality and cost is maximized. Additionally, we will consult with you on any large expenditures or tenant improvements to minimize expenses incurred by you.

Reduce Vacancy

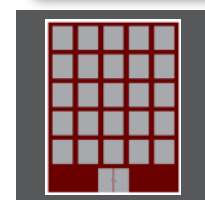
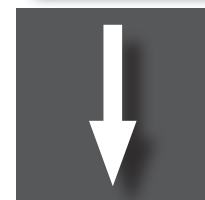
Vacant properties don't make money. We strive to build and maintain good relationships with tenants and reduce both the "Midnight Move-Out" and problem tenants.

We will also consult with you regarding rental increases to minimize tenant move-outs because of excessive rental increases.

Owner Communication

If you don't know what is happening with your property, we're not doing our job. Every month, we provide you with a detailed snapshot of your property's performance - Profit & Loss Statements, Rent Rolls, Vacancy Lists, Unit Turnover Schedules, and a brief summary. Every quarter, we offer a one-on-one meeting where we provide a more detailed summary and have long-term strategic discussions.

Additionally, we are always available, by phone or email, to answer questions you may have about your property's performance.



MONTHLY MANAGEMENT CYCLE TIMELINE

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Rents are Received																															
Late Fees are Posted																															
10-Day Notices are Posted																															
Bills Payable are Paid																															
Management Fees are Collected																															
Owner Distributions are Made																															
Lease Renewals Discussed																															
Lease Renewal Offers Presented																															

Rents Are Received

Rents are received by GCRE Management through the mail, online, by ACH, or by hand-delivery

Late Fees Are Posted

Late Fees are posted in accordance with leases for any late payments (i.e. if rent is late by the 5th, late fees are posted on the 6th).

10-Day Notices Are Posted

If Rent is still not received 2 days after Late Fees are Posted, 10-Day Notices will be posted and FED Proceedings will begin.

Bills Payable Are Paid

Outstanding bills payable are paid by GCRE Management to vendors, utilities providers, and others.

Management Fees Are Collected

Management Fees, based on the rent roll for the first of that particular month, are collected by GCRE Management

Owner Distributions Are Made

Owner Distributions, based on the distributions described in the management agreement, are distributed to Owner(s). Enclosed with the Owner Distribution checks will be the Monthly Ownership Report.

Lease Renewals Discussed

Internally at GCRE Management, upcoming lease expirations and month-to-month tenants are discussed. This can cover anything from rent increases, to extensions, to new leases. Once internal discussions are complete, GCRE Management discusses with the Owner(s).

Lease Renewal Offers Presented

The Lease Renewals agreed on between GCRE Management and Owner(s) are presented to the respective Tenants.



**GOODMAN
COMMERCIAL**
REAL ESTATE MANAGEMENT

Example Ownership Report

MONTHLY OWNERSHIP REPORT

October 2018



**GOODMAN
COMMERCIAL**
REAL ESTATE

**7273 E. 96th Avenue
Henderson, CO**





Example Ownership Report

*Monthly Ownership Report
October 2018*

7273 E. 96th Avenue, Henderson, CO

COLLECT RENTS

- We finally removed SLMS from 7279 Unit A and have passed collections off to Fred Gabler. Everyone else has been paying within their windows - we haven't had to post any 3-Day notices in the last couple of months.

MAXIMIZE REVENUE

- We continue to re-evaluate current rents but do not have any expiring leases in the next 120 days.
- Interest in 7273 B-U (Upper Office in the Northwest Building) has been minimal - likely due to the lack of an available shop space. We spoke with our roofer who said one of his friends might be looking for the space.

MINIMIZE EXPENSES

- No major expenditures recently and no TT's are needed.
- Currently working through a hail claim for all 4 roofs - the roofer believes we will be able to get new roofs on all of them.
- We have several projects we would like to eventually perform at the property including:
 - Pothole Repair and/or Concrete Installation
 - Installing New Address Signage
 - Replacement/Installation of LED Lighting

REDUCE VACANCY

- We have rented 7279 Unit A to a Hydraulic repair shop at an increased rent from SLMS. With the exception of 7273 Unit B-U, we are at 100% occupancy.



Sample of Managed Properties



7273-7285 E 96th Avenue, Henderson, CO

- 57,200 Total Square Feet on 9.25 Acres
- Multi-Tenant Heavy Industrial
- 15 Tenants - Diesel Repair, Welding, etc.
- Modified Gross Leases with Local and National Tenants

5553-5555 S Broadway, Englewood, CO

- 12,287 Square Feet
- Multi-Tenant Retail
- 2 Tenants - NAPA Auto Parts and Pawn Shop
- NNN Leases with Local & National Tenants



8022 Southpark Circle, Littleton, CO

- 42,380 Square Feet
- Class A Multi-Tenant Flex/Industrial
- 3 Tenants - US Government Contractor, Oilfield Services, Eaton Electrical
- NNN Leases with Local, Regional, and National Tenants