



# SKY PROPERTIES, INC.

RESIDENTIAL | COMMERCIAL  
PROPERTY MANAGEMENT  
ASSET MANAGEMENT  
& RELATED BROKERAGE SERVICES



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Bringing integrity, forethought + industry savvy to every project and property under our guidance.

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WWW.SKYPROPERTIESINC.COM

Sky Properties delivers exceptional residential and commercial asset and property management and related marketing and brokerage services. Through knowledge, hands-on proficiency and attention to details, we help properties reach the height of physical and fiscal performance.

Market-wise asset management. Savvy property management. Brilliant marketing supporting each.

Sky Properties achieves.

**ASSET MANAGEMENT** that optimizes return on investment by developing property management policies, supervising their implementation, tracking financial returns, and monitoring the real estate market for advantageous resale opportunities

**PROPERTY MANAGEMENT** that ensures optimal day-to-day functioning and accurate record keeping

**REHABILITATION MANAGEMENT** that provides expert evaluation of a property's potential for improvement — whether incremental or via complete tear-down — then budgets, supervises construction and leases the finished product

## Delivering asset health + profitability in the interest of our clients and their tenants.

**CONSTRUCTION SUPERVISION + ACCOUNTING** that navigates the permitting and construction processes, including asbestos, mold and lead issues, while ensuring best practices and the efficient allocation of resources

**BROKERAGE SERVICES** that facilitate new acquisitions as well as lease-ups and unit-by-unit leasing of rehabilitated, converted and redeveloped properties

**FINANCIAL REPORTING** that keeps the client up to date about the asset's ongoing performance; monthly statements include Cash, Modified Cash, Tax, Accrual and Modified Accrual

**AFFORDABLE HOUSING EXPERTISE** that includes HUD and tax credit processing, including certifying tenant income, administrating HUD contracts and monthly billing, handling HUD surplus cash distributions, and related matters

**ACQUISITION ANALYSIS + DUE DILIGENCE** that enables clients to knowledgeably evaluate prospective ventures

**INTERNAL AUDIT + CONTROL** that regularly evaluates asset and property managers, support staff and vendors with an eye on optimizing productivity and performance

**BUDGETING + BUDGET VARIANCE ANALYSIS** that ensures best allocation of financial resources and identifies areas for fiscal improvement

## Market-Wise Asset Management

*An expert asset manager accurately identifies and critiques every relevant facet of a property — from its market value to its market potential to the efficiencies (and inefficiencies) of day-to-day management issues, including cash flow, leasing policies, maintenance budgets and practices, vendor contracts, record-keeping, tenant mix, tenant communication practices, and cost-benefit analysis of potential structural and/or cosmetic upgrades.*

*A valuable asset manager helps the client make wise, educated investment decisions even during a depressed or flooded market. Buy? Sell? Renovate? Hold tight? A down market is a true test of an asset manager's ability; ours have proven valuable in up-cycles and down.*

*Sky Properties recruits and cultivates asset managers of exceptional skill who demonstrate integrity, a solid work ethic, and a respectful, productive attitude toward clients, tenants, vendors and coworkers. Good ethics are good business. We accept nothing less than an honest, superlative effort from every member of our team.*

**Using knowledge, service + wise investing to improve asset health and performance.**

### Asset Acquisition Analysis + Due Diligence

In addition to evaluating and guiding the prosperity of existing assets, Sky Properties asset managers counsel interested clients about prospective ventures. For clients who so desire, the asset manager will actively seek out potential ventures, whether like-kind exchanges or new acquisitions; too, the asset manager can analyze those that the client brings to the table. We welcome client involvement regarding all areas of asset management and property management.

Though not our primary emphasis, most Sky Properties asset managers are licensed California real estate agents qualified to represent clients in acquisitions and sales. Our on-staff attorney, Vice President David Negri, assists with and advises on regulatory and legal real estate matters. Ours is a comprehensive yet competitively-priced approach.

## Savvy, Hands-On Property Management

*Property management is a hands-on profession demanding extensive knowledge applied with precision and good judgement. Great managers prioritize both short-run and long-run tasks optimally and complete them expediently; they communicate superbly with vendors, tenants, property owners and coworkers; and they budget human and financial resources productively.*

*Sky Properties manages more than 250 million dollars of Southern California real estate. Our portfolio ranges from well-tended buildings through those under our rehabilitation guidance, from high-rise luxury buildings and shopping plazas through smaller and lower-end residences and retail centers. Our ability to work with limited resources, to increase asset cash flow and total and net income while decreasing expenses — even within a depressed or oversaturated market — stems from true expertise.*

*Quality tenants seek clean, smoothly run buildings of appealing design. By exceeding expectations in these and related specifics of property management, Sky Properties management teams deliver profitability.*

### Above-Market Rents

Sky Properties typically achieves full occupancy at above-market rents. Great on-site managers, superior tenant relations, and industry-renowned marketing have brought our clients investment success.

### Training

Sky Properties trains and supervises all staff, including on-site managers and support personnel. We diligently earned our reputation for service and excellence and accept nothing less than first-rate service from our personnel and vendors.

### Profit Through Expertise

Sky Properties property managers must demonstrate hands-on mastery of property management. We encourage continuing education and certification in real estate sales and leasing; asbestos, lead and mold abatement; HUD and fair housing laws; marketing; accounting and other pertinent subjects. Our property managers additionally must demonstrate exceptional problem-solving and multi-tasking skills along with superb people skills. No matter how crazy the day, they must be readily available to clients, vendors, tenants and staff while optimally coordinating the efforts of each for the betterment of the property. A

## Sky Properties – 2009 Apartment Association California Southern Cities property management company of the year.

high standard, we know, but one that expresses our respect for clients and our desire to bring them success.

### Checks + Balances

Sky Properties employs a multi-tiered system of checks and balances to improve efficiency and performance at each of our properties. Property managers, asset managers and auditing personnel regularly review hard numbers along with vendor and tenant feedback. Problems and solutions that a less review-oriented system might miss get exposed and addressed. The success of our efforts lies apparent in the improved, sustained profitability we deliver.

### Lease Ups

As part of our management duties, Sky Properties leases buildings from the ground up and as vacancies occur. Our targeted marketing campaigns, lease incentives and thorough background checks deliver quality, reputable tenants who add to the asset's value through pride in tenancy and reliable, on-time payment of rent. That we leased 30 percent of one new construction

within the initial 30 days and the complete building within six months with tenants who have proved reliable is not highly unusual for us.

For our commercial centers, Sky Properties pays particular attention to achieving a mix of tenants that will enhance the center's overall draw and profitability while bringing it to full occupancy.

### Maintenance

Our property managers frequently and thoroughly inspect each property and adjust maintenance schedules and budgets as needed to ensure that each property runs smoothly and that human and financial resources are applied optimally.

Preventive maintenance typically costs a fraction of emergency repairs. Preventive maintenance, too, earns tenants' respect and their continuing occupancy. Few will argue these points. Determining the specifics of preventive maintenance — when, to what degree and by what vendors — is not always so obvious, however.

A quality property manager accurately determines when and where to direct resources to produce the greatest return given the time period for which the client envisions holding the investment. Recommendations and priorities for a relatively short-term investment typically differ, often dramatically, from those for a long-term one. A valuable manager understands these differences and budgets, then acts, accordingly. Constructive preventive maintenance goes far

*“When Ms. Negri and her team at Sky Properties, Inc., took over management, I was ready to sell. (They) have done an exemplary job in all facets of management. Units are usually rented before departing tenants vacate, and rents are the best the market will bear. Maintenance is competent and consistent. Payments are prompt. In short, I highly recommend them.”*

~ Steve Werndorf  
PROPERTY OWNER

## Applying expertise, research + industry standing to negotiating optimal vendor contracts.

beyond fixing a leaky faucet or loose railing.

Our property managers supervise all repairs and maintenance, contract with quality vendors, and obtain client approval on any repairs or improvements estimated to exceed an agreed-upon dollar limit.

### Attracting + Retaining Quality Tenants

Sky Properties excels at attracting and signing quality tenants. Our ever-evolving marketing plans have become classroom examples, our success at screening prospective tenants enviable, and our skill at deriving lease incentives and lease terms to sign the tenants we choose, well-polished.

We expediently process tenant applications and requests for information so that, from day one, we establish confidence in and respect for our managers. We stress friendly yet professional open communication with tenants and often go above and beyond their expectations. For instance, we help tenants locate suitable alternative

arrangements, if needed, while we are renovating a property.

We collect rents promptly, enforcing late fees as applicable. Our screening efforts and positive tenant relations result in few delinquencies. On the rare occasions when problems arise, our resident lawyer assists as needed to deliver an efficacious resolution.

We regularly analyze each property's leasing practices in light of the short-term and long-term goals and strategies we have mapped out for the property to ensure that lease policies, durations, late fees, rent rates, and other pertinent details suit not just a general bottom line but specifically the type of tenants we seek to attract and retain.

### Minimizing Vacancies

Sky Properties boasts vacancy rates of less than three percent on virtually every property we have managed for 24 months or longer — full-occupancy, often at above-market rents, at many of the properties. Our success at minimizing vacancies stems from several factors: savvy marketing that

attracts suitable, quality tenants; skillful screening of applicants; lease incentives that particularly appeal to the tenants we seek to sign; lease clauses that discourage irresponsible tenancy; quick response to tenant inquiries and requests; and timely, useful maintenance.

Tenant surveys by industry publications and research groups consistently report lack of maintenance as the primary reason tenants move. A well-maintained property not only attracts tenants but also fosters pride in tenancy, which encourages long-term occupancy while discouraging tenants from inflicting excessive wear on the property. The combination helps minimize disruptions in cash flow, allowing financial and human resources to be spent as budgeted rather than inefficiently redirected.

### Monthly Reporting

People need accurate, timely information to make wise investment decisions. Our managers and staff prepare monthly, quarterly and annual financial reports for clients and make themselves readily

## Practicing integrity, efficiency and accountability.

available to discuss the data and related strategies. A typical set of reports includes a general ledger report along with statements of income, expenses and cash flow.

Our managers and staff use state-of-the-art Yardi® Voyager software; this and related applications allow us to precisely manage and report on operations. We can produce a myriad of custom reports at the client's request.

Separate from the reports that Sky Properties assembles, clients can receive a monthly bank statement. Sky Properties establishes an individual bank account for each property. We never commingle client assets.

### Budgeting + Variance Analysis

For applicable properties, we prepare and discuss with the client a comprehensive annual operating budget and an annual capital expenditures budget (a wish list, so to speak); each involves quarterly and monthly breakdowns. Too, when relevant, we also prepare unit renovation budgets as a subset of the main operating budget.

Monthly property maintenance (landscaping services, garbage collection, janitorial services, security services, etc.) as well as client-approved special projects (upgrades, etc.) are line items in the annual operating budget.

At the close of each month, quarter and year, we compare actual operating expenses with projected

amounts and prepare a variance analysis. Asset managers, property managers, accounting and support staff review any differentials along with the budgeted amounts to assure accurate, optimal allocation of resources, both human and financial.

### Vendor Relations

We work only with licensed, bonded, insured, quality vendors. We use expertise, detailed research and our industry standing to negotiate favorable contracts, then treat our chosen vendors with respect that includes paying invoices promptly (via a multi-departmental chain of approval). Vendors like to work with us and typically respond to our calls first; they complete their tasks with the quality and timeliness they know we expect.

“The Sky Properties management team has been responsible in a large part for the success we are now having with our rental operations. They have kept the building in good shape; it appeals favorably to renters. They keep excellent building records and provide all services in a timely manner. We are among the benefactors of their keen management skills and instincts.”

**“Sky Properties turned a disaster into a very profitable enterprise. Under the company’s long-term care, rents and occupancy have doubled at my 79 unit apartment building, and the property looks beautiful.”**

**Richard Slivkin**  
PROPERTY OWNER

### Commercial Property Management

Sky Properties manages more than 400,000 square feet of Southern California retail-commercial property, the collective value of which is more than \$150 million as of the close of 2007. Our growing portfolio includes well-tended buildings, whose value we enhance and protect, as well as properties under our rehabilitation guidance.

#### Quantifiable Success

On average, Sky Properties lowers expense outlays by nearly 30 percent within a year of assuming control of a commercial center. We concurrently improve upon the center’s overall appeal and long-run profitability.

Our success lies in diligent analysis of each property’s strengths and weaknesses, in devising and regularly reviewing property-specific marketing and management strategies, and in lots (and lots) of hard work at both the micro and macro levels.

#### Tenant Mix

Sky Properties partners with the most sophisticated, experienced brokers to sign commercial tenants whose businesses complement one another in goods and services sold and/or clientele demographics.

We look for businesses best suited to the center and its available space. Local, national, global — our brokers consider businesses of all spheres, as appropriate.

We then launch multi-tiered print and electronic marketing campaigns targeted to the businesses we have identified as desirable.

Finally, we screen respondents and use lease incentives, if needed, to sign the ones likely to prove most beneficial to the center’s health and profitability.

Throughout all these steps, we consider not only the viability and reputation of the individual tenant but also how that tenant will contribute to the viability and reputation of the center as a whole.

### Residential Property Management

Our long-established residential division typically achieves rents that are at or above market while holding vacancy rates well below local and national averages. Our eviction rates are extremely low because our screening policies are so stringent. Our residential portfolio, as with our commercial, includes well-tended buildings and those under our rehabilitation guidance.

#### Expert Leadership

Sky Properties CEO, Kari Negri, is one of a select few Southland professionals to whom the Apartment Association of Greater Los Angeles (AAGLA) and Apartment Association California Southern Cities (AACSC) turn to educate industry professionals about marketing, property management, fair rental practices, and other issues critical to success in residential management. Her hands-on knowledge and industry connections have helped her serve clients and recruit skillful managers and support personnel. She has built a division known for delivering results.

#### Affordable Housing Expertise

Sky Properties employs managers who have extensive HUD and tax credit processing knowledge. From verifying tenant income to administrating HUD contracts and monthly billing to handling HUD surplus cash distributions and related matters, Sky Properties managers stay apprised of relevant regulations and succinctly and appropriately record all transactions.

Our managers, too, create a helpful, knowledgeable atmosphere that encourages tenants to stay on top of their filing obligations.

#### Awards + Distinctions Include

- 2009 *Property Management Company of the Year for all Southern Cities*
- 2009 *Best Apartment Building in Van Nuys (Kestona Apartments)*
- 2008 *Property Manager of the Year for all Southern Cities (51-100 units)*
- 2008 *multiple Property Manager of the Year honorable mention for all Southern Cities (16-50 units)*
- 2008 *multiple Southern Cities Apartment Maintenance Supervisor of the Year honorable mention*
- 2008 *multiple Southern Cities Apartment Maintenance Technician of the Year honorable mention*

## Specialists in Property Rehabilitation, Conversion + Redevelopment

*We transform properties from physical and/or financial disrepair to robust, long-lasting health. Rehabilitation projects, condominium and other conversion projects, redevelopment projects — they're rather our specialty.*

*Sky Properties evaluates current conditions, identifies areas for improvement in light of structural, budgetary and other constraints, determines and helps clients evaluate cost-return projections, then leads the project from an idea through budgeting, permitting, demolition, construction and ultimately to final occupancy.*

*Sky Properties can work within a wide spectrum of budgets and time frames. Our project management includes technical expertise and winning track records in both the residential and commercial arenas. Whether handling incremental renovations or a complete tear down, we shape properties into ones that deliver maximum, sustainable returns.*

### **Asbestos, Mold + Lead Certified**

Many Sky Properties property managers have extensive hands-on experience with remodeling older buildings — within budget — and are state-certified in asbestos, mold and lead removal. We have saved clients thousands of dollars, not to mention law suits.

### **Construction Supervision + Accounting**

In all its asset and property management roles, Sky Properties stresses hands-on, on-site supervision along with concise record keeping. We abide by best-practices accounting protocol, never commingle clients' assets, and make ourselves readily available to discuss with clients ongoing progress and project details.

We prepare a detailed, well-organized budget and time line for ourselves and the client regarding each rehabilitation/conversion/redevelopment project, then report on progress and variance every month, quarter and year, as applicable.

A SERIES OF RELATIVELY  
LOW-COST BUT KEY  
RENOVATIONS BY SKY  
PROPERTIES HELPED  
TURN AROUND THIS  
VAN NUYS PROPERTY.

### **Proven Contractors + Subcontractors**

As with vendors we hire for property maintenance, Sky Properties screens construction contractors and subcontractors very carefully, only contracts with properly licensed, bonded and duly insured companies, and treats the companies and individual workers with respect so they deliver quality work and are motivated to work with us again.

Our extensive rehabilitation and redevelopment experience has provided our managers with a stable of quality design and construction personnel from which to choose.

### **Client Participation Welcome**

Some clients want to take an active role in their investment ventures. Others prefer to have professionals take the reins.

We work with clients at whatever level they favor. We insist that our property and project managers (our asset managers, too) possess the decision-making and communication skills to both go-it-alone and work hand-in-hand with the client.

Our client purchased the above 10-unit building at the close of 2003. The property was riddled with maintenance and tenancy problems.

That first year, income was only about \$20,000. We tackled unit by unit renovations while cracking down on lease violations and, by 2007, had turned over nine of the ten remodeled units — and taken annual income to upwards of \$95,000.

## Masters of Property-Specific Marketing

*Even an expertly maintained property will flounder financially if not housed with suitable, reliable tenants. Attracting those tenants rests in skillful marketing that best addresses the target audiences while favorably distinguishing the property from the competition.*

*Sky Properties is arguably the best in the industry at identifying and attracting the local as well as national audiences, as appropriate, that will help a property excel.*

*Led by industry-renowned real property marketing expert, Kari Negri, Sky Properties delivers top performance per marketing dollar invested.*

### Property-Specific Strategies

No two properties are exactly alike; neither are two Sky Properties marketing strategies. Each strategy reflects the property's particular offerings — location, size, market standing, finish materials, transportation details, etc. — as well as the target audience(s) we identify as optimal to the property's health and well-being.

**Message, medium and methodology – collectively + individually tailored to the audience(s) that research and experience highlight as optimal for the property.**

Marketing strategies involve message, medium and methodology. We customize each to each property. Some properties receive more Internet marketing, others more focus in print media; some a localized focus, others national exposure; some content only in English, others a multilingual campaign.

### Target Audience(s)

A subset of our exceptional record for increasing (then sustaining) annual revenues at our buildings rests in our ability to bring in optimal tenants, which rests in our ability to identify, attract and sign such. At commercial centers, this task includes attracting not only suitable individual businesses but also a suitable mix of businesses that will help the center thrive as a whole.

Identifying target audiences — seniors for senior housing; arty young professionals for hip, in-town lofts; a

fast-food drive-through plus a retail shop for each strip mall — easy, right?

Others may wish. The degree to which the architects of the marketing campaign correctly and succinctly identify the audience subsets who will best help the asset manager reach the outlined short-run and long-run goals is critical to arriving at a successful campaign. Sky Properties uses a multitude of research techniques as well as significant in-the-trenches experience to aptly identify optimal target audiences for each property.

### Dynamic Strategies

Every month, we analyze the success of our marketing strategies at achieving the goals we have laid out for each property, then make adjustments as warranted. We concurrently monitor market trends and the applicability of emergent technologies to continually optimize each strategy.

### Industry Presence

We use the market power of our collective holdings as a significant and varied whole to draw attention to each individual property through our web site as well as print campaigns and press releases.

### Industry-Renowned Leadership

Sky Properties CEO, Kari Negri, stays at the forefront of real estate marketing. Her role as an industry lecturer puts before her some of the best and brightest people in the Southland, giving her a rich recruiting pool from which to continue building Sky Properties' marketing and management teams.

### Closing the Deal

Through great marketing followed up with skillful, unique screening and lease incentives, as needed, we not only attract but sign the tenants who can bring a property to its economic potential.



# Our Leadership

*Sky Properties recruits knowledgeable, ethical problem solvers who can think on their feet and is lead by a trio of exceptionally competent, hard-working people.*

## Industry-Renowned CEO, Kari Negri

Seasoned property manager, building owner and sought-after real estate marketing expert Kari Negri founded Sky Properties, Inc., with a vision of delivering profitability by instilling into asset and property management not only true expertise but also integrity and open communication. Her knowledge and leadership have piloted Sky Properties — and its clients — to success.

### Knowledge

Few can equal Kari Negri in her mastery of Southern California property and asset management. Her experience, both residential and commercial, includes decades of hands-on knowledge supported by pertinent formal training.

Kari has an eye for potential and a mind for budgets and details. Her knack for seeing what a person or property *can* be, then developing it into that vision brings prosperity to her clients, both through her direct handling of their assets and through the individuals she has shaped into talented management teams at Sky Properties.

Kari’s background in accounting complements her natural aptitude

for efficiency and achieving goals while respecting governing rules and regulations. These talents, along with her training in lead, mold and asbestos removal, have helped her bring sustained profitability to once-neglected buildings — and establish Sky Properties as an outstanding choice for aging as well as new properties.

Kari’s management expertise along with her superb communication skills have helped her in her ongoing work as a legislative analyst and lobbyist working proactively for local rental property reforms. Too, they have made her a sought-after lecturer and contributor (*see sidebar*). She speaks with clarity and authority about a spectrum of industry topics but is

perhaps best known for her expertise on LA City code enforcement, fair housing laws and marketing of rental real estate.

### Leadership + Stability

Kari recruits accomplished, reputable staff and vendors. She motivates them through example, instructive supervision and positive incentives. She treats them with respect. While promoting a hands-on atmosphere of knowledge, service, hard work and attention to detail, she emphasizes that every client, vendor and staff member be treated with respect. The supportive, albeit demanding, atmosphere she promotes makes for a stable, energized workforce on which clients and their tenants can depend.



“What I appreciate most about Sky Properties is the **personal attention** Kari Negri and (the managers) give so many matters, and I find (the) staff extremely helpful.”

~ Richard Slivkin  
REAL ESTATE INVESTOR

### Awards + Distinctions Include...

- **2008, 2009, 2010 APARTMENT ASSOCIATION OF SOUTHERN CITIES Board Member** (elected)
- **2007 BENJAMIN SLATER EDUCATION AWARD WINNER** from Apartment Association, California Southern Cities, in Appreciation for Outstanding Effort as a California Housing Professional Instructor
- **2006 SOUTHERN CITIES AWARD WINNER** for Outstanding Property Management Consulting
- **2006 PROPERTY SUPERVISOR OF THE YEAR** (10+ Buildings) awarded by the Apartment Association, California Southern Cities
- **EDITOR** Instruction Handbook: “Los Angeles Housing Department (LAHD) Housing Code Enforcement Program” (Marketing Section)
- **CONSULTANT** to the Sacramento Property Management Association Regarding Los Angeles Rent Control Laws
- **CERTIFIED INSTRUCTOR** of apartment management, marketing and LA City code enforcement for the Apartment Association of Greater Los Angeles + California Southern Cities Apartment Association

**“Sky Properties attends to the building’s and tenants’ problems in a professional, courteous + prompt manner. Our property image has been boosted. A job well done.”**

~ Sam Youngesi  
GENERAL PARTNER, HARBORCO

### VP of Operations, David Negri, Esq.

We know of no other Southern California property management firm with a former State Assemblyman and attorney on staff. David Negri provides Sky Properties with judicious legal and practical advice on a multitude of subjects ranging from the simple to the complex — from fair housing policies to quit and desist orders, zoning and permitting issues. He is also an excellent communicator and leader.

David Negri helps Sky Properties act swiftly, appropriately and without waste or need for backtracking. Clients find his legal and communications skills invaluable. Having him in on the ground floor of policy formation and drafting of all lease agreements circumvents problems. For one, not only are our lease agreements legally sound, they are easily understood by even a layperson, so tenants understand our groundrules and do not accidentally breach them.

### Controller, Brian Negri, CPA

Brian Negri has nearly two decades of tax and accounting experience. He has served with two Big Four accounting firms as a specialist in federal and state tax credits and incentives, including California Enterprise Zones, Manufacturers’ Investment Credit, Research and Development, and Work Opportunity and Welfare-to-Work Tax Credit. He additionally spent several years as a Revenue Agent for the Internal Revenue Service. Brian Negri is licensed as a Certified Public Accountant.

### VP of Residential Operations, Lynlee Hughes

Lynlee Hughes acts as a coordinating and quality-ensuring authority for Sky Properties’ residential operations. Her industry-recognized skill at property management — from fair housing practices and tenant relations to maintenance scheduling and leasing practices — brings respect from colleagues, clients and tenants alike, while her exemplary people skills garner not only respect but also appreciation. Her qualifications include certifications and teaching credentials relating to fair housing compliance as well as the removal of lead paint, asbestos and mold. She has extensive experience with condominium conversions and tear-down projects, including REAP, SCEP, Task Force and low to moderate income renovations. Her exemplary record for training staff about property marketing, safety, leasing and rental practices, tenant relations, and on-site as well as off-site property management, including redevelopment issues, has helped Sky Properties climb to its current industry stature, one in which most of our properties see an income-to-expense ratio of at least 3:1.

#### Awards + Distinctions Include...

- **FEATURED IN THE “LOS ANGELES BUSINESS JOURNAL”** as an expert in multifamily residential property management
- **SOUTHERN CITIES AWARD WINNER** for Outstanding Property Management
- **INCREASED ANNUAL INCOME** at a mid-sized North Hollywood apartment building from roughly \$185k in 2005 to more than \$267k in 2007; similar success ratios at her other buildings
- **PROVEN AT MAXIMIZING INCOME-TO-EXPENDITURES RATIO** for instance, expenditures of merely 31 percent at a 15-unit building in Los Angeles, of merely 26.55 percent at a 34-unit building in Playa del Rey
- **INSTRUCTOR** for California Southern Cities Apartment Association in property management, marketing, tenant interviewing procedures, fair housing practices and maintenance and leasing practices
- **CALIFORNIA HOUSING PROFESSIONAL PROGRAM** certified

[www.skypropertiesinc.com](http://www.skypropertiesinc.com)



