



MANAGEMENT • LEASING • BROKERAGE • ACQUISITIONS • RECEIVERSHIPS

# CONCEPT

Hold Thyssen, Inc. offers professional management, leasing and brokerage services to institutional and private investors throughout the United States.

We are committed to providing our clients with the highest level of service and the resources necessary to meet their goals. Our management, leasing and investment sales team will not only help our clients maximize cash flow and profits, but will also implement the best exit strategy for their properties.

Hold Thyssen has been managing Commercial/Office investment properties for the past 40 years. Our current portfolio consists of over 100 commercial properties throughout the United States.

All management and accounting functions for these properties are performed out of our location in Winter Park, Florida. In addition, we will add offices when necessary to better serve current and future clients.

Our goal is to create the highest value for our clients' portfolios through all aspects of the brokerage and management process.

Our national presence and brokerage relationships ensure the success of each of our assignments. Hold Thyssen clients benefit by having a leasing and brokerage team that is



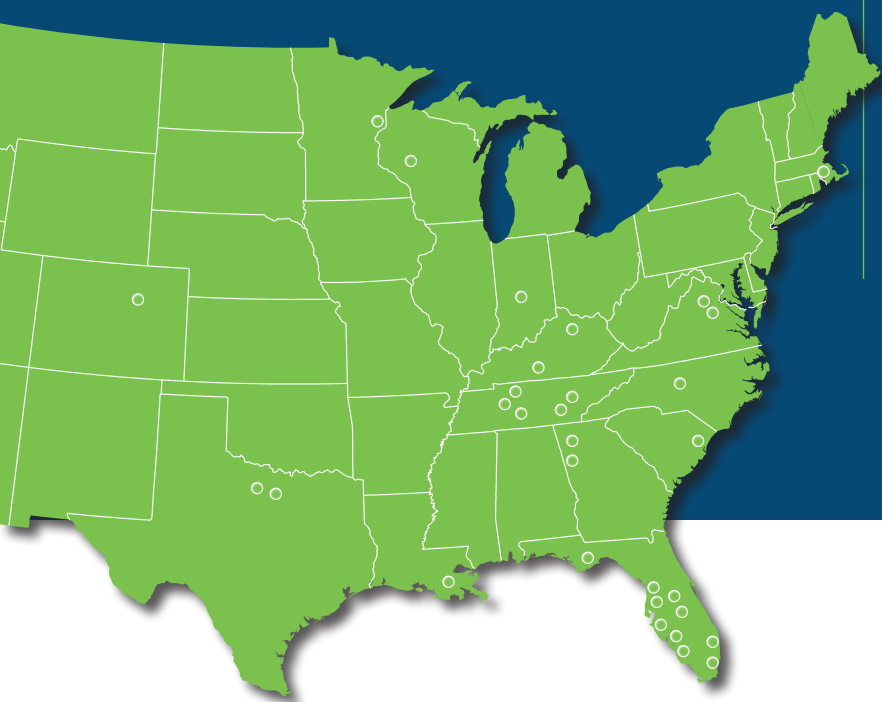
18 Newbury St. - Boston, MA



Lucien Pointe - Maitland, FL



Morgan Stanley - Ocala, FL



Hold Thyssen has a 45 year history of managing billions of dollars in both multi-family and commercial properties throughout the United States.

goal-driven and configured to meet the specific needs of each property. Our agents are empowered to treat each assignment as their own business. This approach means our clients will receive feedback that is timely and direct from the source. Finally, our systematic comparison to performance benchmarks, coupled with internal incentives ensures that the assets we manage will consistently exceed our client's expectations. Hold Thyssen sets itself apart from the competition through our willingness and ability

to commit all of our senior management team to our clients' accounts.

With expertise in office, industrial, retail and multi-family properties, we are positioned to be a single point of contact for our clients' real estate needs. We deliver a consistently high level of service that maximizes the value and operating performance of our clients' real estate portfolios.

# MANAGEMENT SERVICES

---

## ASSET MANAGEMENT

Hold Thyssen assists its clients with the development and implementation of asset management strategies that maximize the value of their real estate portfolios, while managing cash flow.

### **HOLD THYSSEN ASSET MANAGEMENT SERVICES**

---

- Real Estate Market Assessments
- Strategic Planning
- Property Management
- Acquisition/Sales Coordination
- Project Financing
- Due Diligence Services

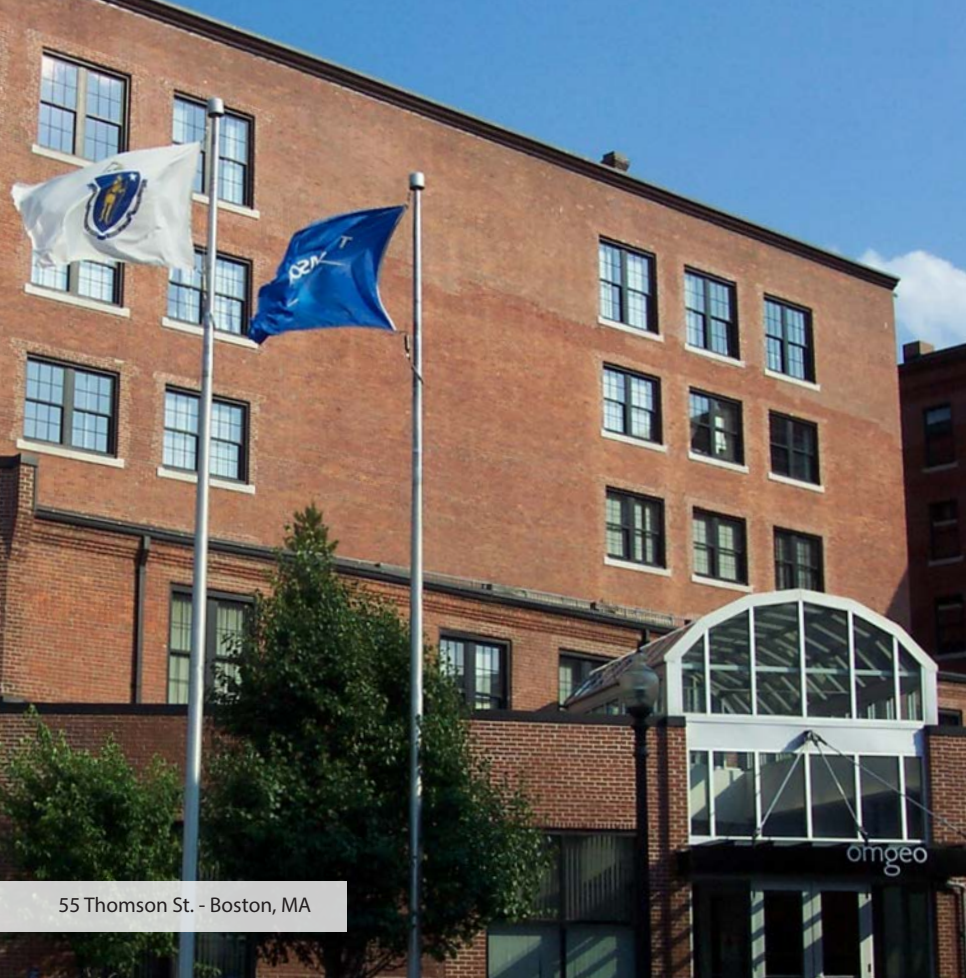
By coupling proven property management procedures with leasing and tenant retention programs, Hold Thyssen can meet the most complex real estate challenges and provide the objective advice sought by its clients.

At Hold Thyssen we keep our clients well informed, allowing them to focus on their core business while achieving their desired real estate investment goals.

## PROPERTY MANAGEMENT

Hold Thyssen provides comprehensive property management services that go beyond the traditional model by focusing its people, systems and technology to meet the specific needs and objectives of each individual property. Although strategies differ with





55 Thomson St. - Boston, MA

each property based on the objectives of the investor and the economy, our goal is always the same – To maximize the return on investment and create value for our clients.

Our management services are based on a commitment to cash flow discipline and accountability to our clients. This results in professionally managed facilities with increased tenant retention, higher rents, greater operating efficiencies and increased operating margins. Through teamwork, timeliness, communication, integrity, focus, and attention to detail, our team of management professionals provides the results our clients have come to expect.



Siemens - Dallas, TX

## **HOLD THYSSEN PROPERTY MANAGEMENT SERVICES**

- Timely Accounting and Financial Reporting
- Tenant Relations and Retention Plans
- Leasing and Marketing Services
- Construction Management Services
- Lease Administration
- Service Contract Negotiation and Administration
- Up-to-Date Market Analysis
- Budgeting



Osceola Village - Kissimmee, FL

# RECEIVERSHIP SERVICES

Over the past 45 years, Hold Thyssen has acted as Receiver on over 100 properties throughout Florida. With experience in all property types, we are positioned to successfully handle even the most distressed asset. Our Receivership services are repeatedly used by nationally recognized lenders, servicing agents and law firms.

As Receiver, Hold Thyssen’s primary objective is to secure the physical property, bank accounts and records in order to protect the integrity of the asset on behalf of all parties. Management procedures are

immediately established to stabilize, protect and preserve the asset.

Many of the duties of the Receiver parallel that of a property management company and include:

### Management of Assets

In order to maintain the value of the asset, once appointed as Receiver, Hold Thyssen quickly implements effective management strategies specific to the property.

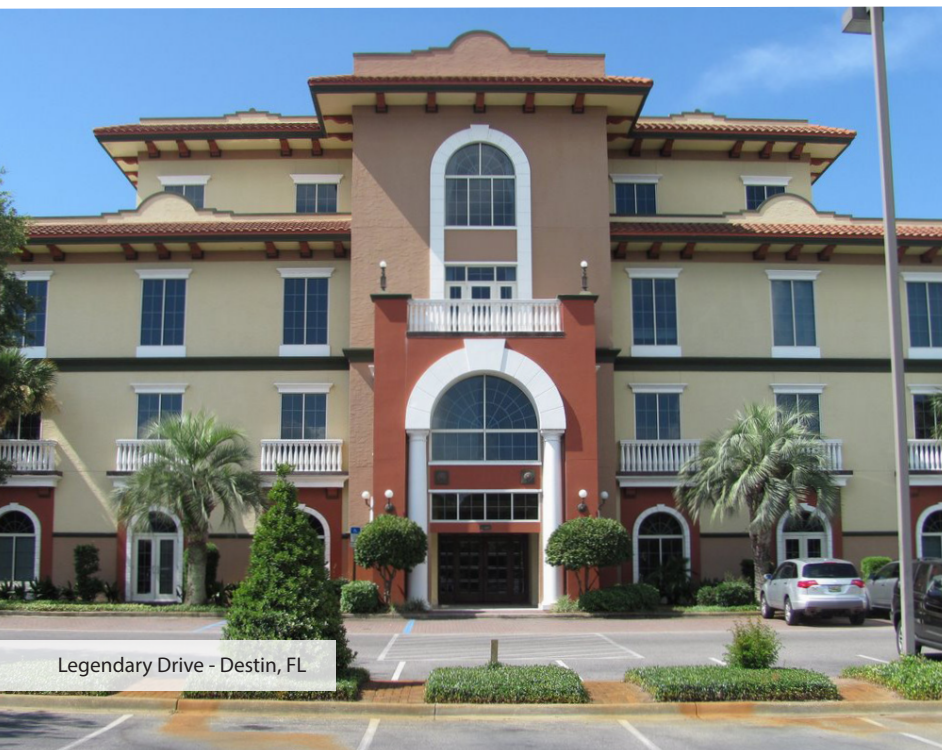
All financial planning and reporting, tenant relations and retention plans, hiring and supervising of property personnel, and maintenance and preservation of the asset are expertly managed by Hold Thyssen’s team of professionals.

### Reporting Procedures

In addition to timely and efficient filing of all Receivership documentation, Hold Thyssen generates and submits

RECEIVERSHIP EXPERIENCE	
Office/Warehouse:	Over 1Million SF
Retail:	Over 1Million SF
Multi-Family/Hotel:	Over 10,000 Units





Legendary Drive - Destin, FL



Hampton Inn - The Villages, FL

opening, interim and closing reports for each Receivership property on schedule. Each report is tailored specifically to the needs of the court and served to all appropriate parties.

### **Contracting & Leases**

As Receiver, Hold Thyssen carefully reviews the terms of all contracts currently in place. Included in the review are tenant leases, vendor contracts, all insurance coverage and policies, and any licenses belonging to the property. This vital step serves to maintain property value and mitigate any tenant concerns during the transition.

### **Divestment**

Hold Thyssen's market knowledge ensures successful evaluation and creation of property specific marketing and sale strategies to obtain the highest return upon divestment.

The Receiver's responsibility is to implement the best management solution for each asset, maximizing its financial performance. Hold Thyssen's experience enables us to flawlessly manage, lease, market, sell, maintain and operate each asset through its Receivership.

## **HOLD THYSSEN RECEIVERSHIP SERVICES**

---

- Timely Accounting and Financial Reporting
- Tenant Relations and Retention Plans
- Marketing Services
- Lease Administration
- Service Contract Negotiation and Administration
- Budgeting
- Hiring and Supervising of All Property Personnel
- Property Maintenance
- Collection of All Property Rents and Fees
- Compliance with All Orders Relating to the Property

# MULTI-FAMILY SERVICES

---

## MULTI-FAMILY ON-SITE MANAGEMENT

Hold Thyssen's Multi-Family Division has managed more than 100,000 units over the past decade, including both large and small communities, mixed income housing, affordable housing and condominiums.

### Administration

Efficient and effective property administration is offered to each multi-family property managed. Human Resource oversight, including hiring, training, education, management and full credit/criminal background screenings of all on-site personnel is provided. Lease administration and eviction services, when necessary, are included as well.

Administrative services provided, specific to affordable housing properties, include: oversight of assets funded by various affordable and tax credit financing components, and ensuring all systems are in place to certify and re-certify residents, including first year lease files, checking compliance data, and providing all necessary reporting for affordable housing communities.

### Marketing

With market knowledge and expertise, Hold Thyssen will implement a mixture of innovative marketing strategies to maximize income through occupancy.



Summerhill - Crystal River, FL



Lofts@5300 - Atlanta, GA





Down Under - Tallahassee, FL

### **Maintenance**

In order to retain property value and increase tenant retention, Hold Thyssen's Multi-Family Division provides comprehensive ongoing, preventative and emergency maintenance services, as well as service negotiation and administration.

### **Risk Management**

In managing each property, our Multi-Family Division brings a strong understanding of the importance of risk management. One of our first priorities is the assessment of life safety issues and conditions to protect not only our client, but residents as well.

### **HOLD THYSSEN MULTI-FAMILY SERVICES**

---

- Tenant Relations and Retention Plans
- Leasing and Marketing Services
- Timely Accounting and Financial Reporting
- Budgeting
- Lease Administration
- Construction Management Services
- Service Contract Negotiation and Administration
- Up-to-Date Market Analysis
- Comprehensive Maintenance Services
- Human Resource Oversight of All On-Site Personnel





Melitta Building - Clearwater, FL

# BROKERAGE SERVICES

## LEASING

Hold Thyssen’s leasing services ensure that the assets we manage will consistently exceed our clients’ expectations. Our success as an asset and property management company has come from our strength in developing and implementing leasing plans that focus on long-term client and tenant satisfaction.

We offer each of our clients a full range of leasing and marketing services that are goal-driven and configured to meet their individual needs.

Hold Thyssen’s leasing team understands the important relationship between leasing and asset value. Our leasing professionals are encouraged to think like the client and therefore maximize each project’s resources.

## HOLD THYSSEN MARKETING & LEASING SERVICES

- Competitive Market Studies
- Market and Project Assessment
- Marketing Plan Development and Implementation
- Tenant Prospecting and Tracking
- Broker Relations
- Lease Negotiations
- Marketing Reports



1600 17th St. - Ft. Lauderdale, FL



## ACQUISITION & DISPOSITION

In today's dynamic real estate environment, providing investors with profitable real estate opportunities is a challenging task. Hold Thyssen maintains an active property acquisition program by closely monitoring market and industry trends and utilizing its network of contacts and relationships.

With over two and a half billion dollars in commercial and residential real estate transaction experience, Hold Thyssen has the knowledge and experience needed to effectively evaluate investment options, structure transactions and achieve the highest return on investment in today's marketplace.

Our team of highly qualified and experienced professionals specializes in office, retail, industrial and multi-family sales. Each of these associates brings a wealth of transactional experience in their specific area of expertise to each assignment. Our success lies

**HOLD THYSSEN**  
**ACQUISITION & DISPOSITION SERVICES**

---

- Property Evaluation
- Market Analysis
- Risk Analysis
- Investment Analysis
- Financing
- Closing

in superior market knowledge as well as the ability to identify opportunities and structure transactions that are both highly creative and completely realistic.



FAU Research & Development Park - Boca Raton, FL







In the world of business, the only constant is change. Companies that survive and prosper have positioned themselves to accept the changing demands of the marketplace and conduct business in a pro-active manner. There are static elements in every business and they are the foundation of every good company. These elements include honesty, hard work, and retention of quality employees, with the end goal of providing the client with the very best in services.

We pride ourselves in remaining constant regarding the values that have ensured our business success for over 40 years. This is reflected in the fact that we have had the privilege of representing several of our clients for over 40 years. Our average client retention is over 15 years with relationships that last far beyond the ownership of the assets managed. To continue such long term relationships through varied economies, tenancies, and property rehabilitation requires a philosophy of mutual trust. This trust can only be built upon a business atmosphere that creates and maintains a daily philosophy of ensuring that the client's needs are served first, every day, every month, and for every year to come.

**Robert P. Hold**  
President, Hold Thyssen, Inc.



**HOLD THYSSEN**  
REAL ESTATE SERVICES

**Corporate Office**

301 S. New York Avenue  
Suite 200  
Winter Park, FL 32789  
T 407.691.0505 | F 407.691.0506

**West Florida Office**

28163 U.S. Highway 19 N.  
Suite 102  
Clearwater, FL 33761  
T 727.238.3876 | F 727.648.4064

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

