

# *Signature*

PROPERTIES



**Signature**Props.net

# We are a Growing **Real Estate** Investment and **Management Firm** Specializing in Multifamily Residential Properties

Founded in 2007 in Downtown Baltimore, we dedicate ourselves to creating beautiful spaces and innovative living through the revitalization of communities. As of 2020, our portfolio has expanded throughout Maryland and the DC metro area with nearly 3,000 units across the region. We are committed to providing beautiful and enjoyable homes and communities for thousands of residents.



Signature has approximately **\$130 million of capital** under management, which our 70+ member team actively manages on behalf of our principals and co-investors.



Signature makes significant principal investments in each deal, taking between **5-10%** of the total equity.



Signature's trademark is a skilled entrepreneurial team that is characterized by **creativity, integrity, and consistent results.**



Signature currently owns and manages almost **3,000 units** in the Baltimore/Washington DC area, valued at approximately **\$500 million.**



# Meet Our Key **Real Estate Investment and Management** Team Members

Our senior management team has extensive experience in acquisitions, structuring, financing, operating, and management. We invite you to learn more about our leadership team, principles, and values.

				
<b>Michael Katz</b> Founder / President	<b>Erika Martinez-Orlaskey</b> Executive Vice President	<b>Leslie Hobbs</b> Controller	<b>Jason Stahl</b> Director of Project Management and Maintenance	<b>Tess Weyant</b> Director of Property Management
<b>19 Years Experience</b>	<b>20 Years Experience</b>	<b>20 Years Experience</b>	<b>25 Years Experience</b>	<b>14 Years Experience</b>
<b>Specific Industry Experience</b> <ul style="list-style-type: none"> <li>• Combined 19 years experience as a practicing CPA and real estate investor</li> <li>• Founded Katz &amp; Co, CPA's, which grew to 2M in revenue and 10 employees. Began Signature Props with an 8 unit multi-family</li> <li>• Founded Signature Properties in 2007</li> <li>• Proven success significantly increasing NOI and achieving an average ROI of 12% across portfolio investments</li> <li>• Focused on identifying, underwriting, and securing debt and equity for new investment opportunities</li> </ul>	<b>Specific Industry Experience</b> <ul style="list-style-type: none"> <li>• Extensive experience in the areas of operations and management, marketing and sales, human resources, and risk management</li> <li>• Focused on aggressive financial growth and comprehensive organizational development through the establishment and implementation of strategic initiatives</li> <li>• MMHA Board member, Chair of the Education Committee, member of the HR Council and Outreach Committees; CAPS/CAM certified</li> <li>• Recipient of the Shining Star of Property Management award from the Maryland Multi-Family Housing Association (2017)</li> <li>• Previous experience includes 10 years with Home Properties</li> </ul>	<b>Specific Industry Experience</b> <ul style="list-style-type: none"> <li>• Vast experience working with traditional multi-family housing, historical tax credit, commercial properties, international housing, mobile home parks, and single-family homes</li> <li>• Focused on improving the bottom line through maximizing software use and the implementation of streamlined and strategic processes and procedures</li> <li>• Property Management software expert (Yardi)</li> <li>• Previous experience includes 10 years with Zidan Management Group</li> </ul>	<b>Specific Industry Experience</b> <ul style="list-style-type: none"> <li>• Extensive experience in the areas of asset management, capital improvement management, and maintenance support</li> <li>• Directly responsible for the completion of capital improvement/ renovations projects in excess of \$30M; achieved average ROI of 32% on completed projects</li> <li>• Focused on all phases of construction, renovation management, and all areas of maintenance operations with the goal of consistently maximizing ROI for each asset</li> <li>• Previous experience includes 12 years with Donaldson Group</li> </ul>	<b>Specific Industry Experience</b> <ul style="list-style-type: none"> <li>• Extensive experience in the areas of acquisitions/ dispositions, value-add project management, and stabilization of property operations</li> <li>• Focused on maximizing property and portfolio value through concentrated and strategic on-site efforts and management</li> <li>• CAM certified</li> <li>• MMHA Gold/Silver/Bronze award winner for "Overall Property of the Year"</li> <li>• Previous experience includes 11 years with Home Properties</li> </ul>

# Firmwide Investment Performance (As of March, 2023)

EXITED DEALS										
Property	Purchase Date	Sale Date	Units	Location	Purchase Price	Invested Capital	Hold Period	Sale Price	Total Return \$	IRR
1407 Mcculloh	3/1/2007	8/15/2018	8	Baltimore	308,000	145,513	11	420,000	1,148,446	14%
4 E Biddle	11/28/2007	9/24/2017	7	Baltimore	370,000	80,870	10	666,667	1,482,707	18%
10 W Biddle	12/21/2010	9/24/2017	8	Baltimore	413,370	45,360	7	666,667	1,803,273	43%
10 E Biddle	7/12/2012	9/24/2017	8	Baltimore	370,000	118,275	5	666,667	1,457,074	23%
816 Park LLC	11/1/2012	12/20/2016	10	Baltimore	530,000	140,000	4	960,000	1,993,667	22%
UPA	6/18/2013	8/31/2021	32	Baltimore	1,750,000	550,000	8	3,600,000	1,250,389	26%
Greenbelt Park	1/15/2015	12/11/2019	42	Baltimore	2,665,000	547,329	4	5,200,000	1,700,686	42%
Brooke Court	10/30/2016	11/30/2019	24	Baltimore	2,555,000	650,000	3	3,400,000	1,191,063	17%
Oak Creek	11/29/2016	10/25/2019	24	Baltimore	2,175,000	650,000	3	2,257,500	791,063	5%
Courtyard Park	8/1/2017	5/20/2021	94	Suburban DC	10,300,000	3,450,000	4	12,700,000	5,707,353	14%
Cheverly Gardens	1/19/2018	7/20/2021	409	Suburban DC	36,100,000	13,000,000	3	64,000,000	31,551,915	33%
Raleigh Court	6/7/2018	5/20/2021	99	Suburban DC	11,000,000	3,200,000	3	12,400,000	4,391,435	12%
Centre of Silver Spring	8/14/2019	5/11/2022	256	Suburban DC	48,000,000	14,575,000	2.75	63,250,000	25,563,794	22%
The Glen	9/30/2020	10/20/2022	152	Northern VA	29,000,000	11,700,000	2	36,500,000	18,299,026	25%
<b>Total</b>			<b>1173</b>		<b>145,536,370</b>	<b>48,852,347</b>		<b>206,687,500</b>	<b>98,331,890</b>	<b>23%</b>

ACTIVE DEALS										
Property	Purchase Date	Units	Location	Purchase Price	Invested Capital	LTV	Total Return	Avg Yield/Year	# of Years Owned	Refinanced
Capitol Square	1/15/2017	118	Suburban DC	9,000,000	2,725,000	85%	3,101,029	19%	6.0	Yes
Parkland Square	7/1/2018	147	Suburban DC	19,100,000	5,700,000	75%	7,359,379	29%	4.5	Yes
Rock Glen	8/1/2018	242	Baltimore	19,200,000	6,700,000	75%	8,933,766	30%	4.4	Yes
Laurel Court	1/29/2019	128	Suburban DC	12,280,000	4,500,000	75%	1,230,000	7%	3.9	No
Dunhill Village	5/15/2019	312	Suburban DC	36,100,000	10,100,000	75%	13,330,214	36%	3.6	Yes
The Gates of Owings Mills	12/30/2019	159	Baltimore	28,000,000	8,400,000	75%	1,739,154	7%	3.0	No
South Pointe	2/20/2020	390	Suburban DC	49,500,000	14,850,000	75%	1,998,637	5%	2.9	No
Liberty West	7/31/2020	148	Baltimore	16,325,000	5,000,000	75%	5,580,362	46%	2.4	Yes
Park Greene	9/17/2021	349	Suburban DC	64,000,000	18,800,000	80%	1,177,540	5%	1.3	No
Queens Ridge	10/4/2021	110	Baltimore	17,850,000	5,500,000	75%	649,870	10%	1.2	No
The Elms at Laurel Park	4/25/2022	254	Anne Arundel	54,000,000	16,336,000	75%	556,275	5%	0.7	No
The Hills at Milford Mills	6/1/2022	280	Baltimore	48,400,000	17,862,364	75%	766,012	7%	0.6	No
Drumcastle	11/22/2022	254	Baltimore	37,300,000	15,887,728	70%	-	8%	0.1	No
<b>Total</b>		<b>2,891</b>		<b>411,055,000</b>	<b>132,361,092</b>		<b>46,422,238</b>	<b>19%</b>		

“Our growth and success is a direct result of the hard work, dedication and expertise of our team members.”

**Michael Katz**  
CEO



# Workforce **Multifamily**

Signature has created three distinct business units within Signature Properties in order to maintain control of all aspects of the acquisition, rehabilitation, and management of the investment cycle. We do this to ensure maximum investor returns.



## **Signature Acquisitions:**

Locates strategic, value-add properties which is followed by an in-depth underwriting and due diligence period. Next, the equity and debt is sourced, the deal is closed, and the strategic plan needed to realize the projected return is executed. The Asset Management Team meets on a weekly basis to evaluate property performance and proactively generate recommendations for optimal performance.

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## **Signature Construction:**

Manages all aspects of capital renovations and major projects. Signature is committed to ensuring each project is performed on schedule and within budget. Using economies of scale, the team achieves significant cost savings by negotiating favorable terms with established vendors and contractors.

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## **Signature Management:**

Manages day-to-day operations of all the properties. The Management Team is led by an expert Regional Manager who oversees Property Managers, Leasing Specialists, and Maintenance staff. With a focus on superior customer service, employees are rewarded for achieving high tenant satisfaction and reducing costs at the ground-level.

Portfolio  
**Composition**

**14**  
Properties

**2,891**  
Units

**\$500M**  
Asset Value

# Active **Properties**

Signature takes an assertive approach to asset management in collaboration with its investment partners, which demands value creation and rapid de-risking of investments at the asset level and within the capital structure. The investment team leverages its rich experience to govern each investment with an owner and fiduciary perspective to maximize proceeds through unyielding execution and tactical, timely disposition.



## **Capitol Square**

4008 38th Street  
Brentwood, MD 20722

**Units** 118  
**Avg. Yearly Return** 19%



## **Drumcastle Apartments**

6306 Holly Ln  
Baltimore, MD 21212

**Units** 281  
**Avg. Yearly Return** 8%



## **Dunhill North Apartments**

7910 Dunhill Village Circle  
Windsor Mill, MD 21244

**Units** 200  
**Avg. Yearly Return** 36%



## **Dunhill South Apartments**

5815 Marlboro Pike  
Forestville, MD 20747

**Units** 112  
**Avg. Yearly Return** 36%



## **Laurel Court Apartments**

321 Thomas Drive  
Laurel, MD 20707

**Units** 128  
**Avg. Yearly Return** 7%



## **Liberty West Apartments**

3526 Langrehr Road  
Windsor Mill, MD 21244

**Units** 148  
**Avg. Yearly Return** 46%



### Park Greene

2641 Shadyside Avenue  
Suitland, MD 20746

**Units** 349  
**Avg. Yearly Return** 5%



### Parkland Square

2100 County Road  
District Heights, MD 20747

**Units** 147  
**Avg. Yearly Return** 29%



### Queens Ridge

1 Giard Drive  
Windsor Mill, MD 21244

**Units** 110  
**Avg. Yearly Return** 10%



### Rock Glen Apartments

109 G North Rock Glen Road  
Baltimore, MD 21229

**Units** 242  
**Avg. Yearly Return** 30%



### South Pointe Apartments

2603 Southern  
Temple Hills, MD 20748

**Units** 390  
**Avg. Yearly Return** 5%



### The Elms at Laurel Park

3563 Laurel Fort Meade Rd #121  
Laurel, MD 20724

**Units** 254  
**Avg. Yearly Return** 5%



### The Gates of Owings Mills Apartments

201 Owings Gate Court  
Owings Mills, MD 21117

**Units** 159  
**Avg. Yearly Return** 7%



### The Hills at Milford Mills

6810 Lantern Hill Drive  
Baltimore, MD 21207

**Units** 280  
**Avg. Yearly Return** 7%



# Signature Properties **Case Study**

## **Cheverly Gardens**

Cheverly Gardens is a 409-unit garden style complex, which had an absentee ownership. In December 2017, after purchasing Cheverly Gardens, Signature Properties immediately implemented major changes to increase the property value. In addition to interior renovations, they introduced their own contractors and vendors for hallway cleaning, landscaping, unit turnovers, plumbing, and HVAC work, which reduced maintenance and operating costs by 30%. As a result, they have averaged \$250 in rent increases and the first-year cash flow has exceeded projections by approximately 27%.

After a three years hold, the property was sold for a total return on investment of 142%.





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