

URBAN SCAPE

PROPERTIES INCORPORATED

Urbanscape Properties, Inc. is a fully integrated real estate company focused on the acquisition and development of multifamily, retail and mixed-use projects in urban locations, with particular geographic focus in Florida and the Washington, D.C. region. The company specializes in the development, investment, construction and property management of projects for its own portfolio as well as that of other owners and investors. With a primary objective of identifying and acquiring opportunistic, distressed and value-add properties, Urbanscape is well poised to take advantage of the current disconnect in the real estate and capital markets. The organization develops high-quality projects that enhance communities and provide much needed rental housing, including workforce housing for government employees like teachers, firemen and policemen. Urbanscape delivers exceptional returns to its partners and investors by providing superior products and services to its residents and tenants while maintaining its core principles of honesty, integrity, quality and sustainable building. Implementing the philosophy of its founder, Jon Wood, the company prides itself on establishing long-lasting relationships built on trust, commitment and performance.



JON WOOD
President/Owner



JIM DEAKYNE
Director of Investments



TIMOTHY GRAFF
Director of Dev./Asset Mgt.



KRISTINE WOOD
Director of Design



BETH COCCHIARELLA
Director of Marketing/P.R.



CHAD EDWARDS
Director of Asset Resolution



CORBIN JOHNSON
Director of Construction



CRAIG MINEGAR
Outside Counsel

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Development & Construction

Urbanscape Properties, Inc. provides cost effective development and construction management services to its clients. Leveraging its vast development experience, the company oversees the development and construction of projects to ensure they are delivered on schedule and under budget. This includes managing third party consultants and contractors in the pre-construction phase of a project as well as during construction to provide due diligence, planning, budgeting, design, entitlements, permits, value engineering, construction management, quality control, loss prevention and risk management.



Clients benefit from the company's thorough knowledge of the development and construction process as well as its relationships with experienced and trusted consultants and contractors.

Clients can engage Urbanscape for "concept to keys" services for their projects – including complete design-build solutions – or they can pick from a wide assortment of services offered by the company depending on their specific needs. Either way, Urbanscape delivers timely and affordable solutions to ensure the success of a project.

Investment Management

Urbanscape Properties, Inc. partners with a wide variety of investors including institutional investors such as insurance companies, pension funds and opportunity funds as well as private equity investors. The company also provides investment management services to its clients in order to identify opportunities based on their specific investment criteria. Urbanscape helps its clients with underwriting prospective investment opportunities by preparing market surveys, project budgets and proformas. The company also assists its clients with contract negotiations, due diligence and project financing related to the acquisition of investment properties.



From land to income producing properties to value-add opportunities, Urbanscape advises its clients on strategically investing in various property types. The company provides on-going advisory services during the life of an investment to enhance the investment's value and maximize its return to the investor.

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Property Valuation & Property Tax Reduction

Urbanscape Properties, Inc. provides its clients with timely property tax consulting services. This includes property valuations based on today's environment, and the processing of property tax assessment appeals on a success contingency basis in order to substantially reduce property tax bills. For its property tax reduction services, the company is only compensated if it is successful with obtaining a property tax reduction. Such services include the preparation and filing of appeals, negotiating with taxing authorities, and going before value adjustment boards when necessary in order to procure lower property tax assessments that result in lower property tax bills. The company's executives also provide expert witness testimony in courts of law.



Distressed Asset Management & Property Management

Urbanscape Properties, Inc. offers time critical asset management services to banks and lenders to assist with their distressed assets and troubled loans. The company assesses loans and assets to determine their underlying value and recommend the best course of disposition. Urbanscape facilitates short sales and workouts on behalf of its lender clients thereby preserving asset value while reducing holding costs. In addition to providing advisory services, Urbanscape acts as a receiver for its clients by directly managing properties through the foreclosure process. This includes providing day-to-day oversight to ensure that a property's value is maintained or enhanced for the highest disposition value. The company administers the property management of foreclosed properties by supervising the vendors required to physically maintain a property as well as consummate the disposition of it. Dispositions take place in the form of negotiated sales, brokered transactions and/or auctions with Urbanscape overseeing both conventional and accelerated marketing and sale programs to provide the best disposition plan for a foreclosed property. Urbanscape utilizes its proprietary list of experienced and trusted vendors to successfully execute its receivership duties.

Urbanscape assists owners and borrowers with renegotiating the terms of their existing commercial property loans. Regardless of whether the loans are performing, under-performing or non-performing, the company helps borrowers obtain loan extensions as well as reductions in interest rate and principal balance. Urbanscape acts as an intermediary between borrowers and lenders to structure discounted note purchases that provide greater liquidity for both parties. Borrowers benefit from such transactions by reducing the amount they owe and getting off their personal guarantee. Lenders benefit from such transactions by being able to quickly remove loans from their balance sheets and replenish their cash reserves. Urbanscape provides practical liquidity solutions for both lenders and borrowers that allow each party to remove itself from an unwanted situation.

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Urbanscape Properties, Inc. provides a wide array of advisory services and liquidity solutions to its partners and clients. Some of these include processing property tax assessment appeals on a success contingency basis in order to substantially reduce the amount of property taxes owed on properties, as well as negotiating loan modifications for borrowers to reduce their interest rate and principal balance as well as secure extensions and better terms. Urbanscape also provides lenders and banks with consulting, asset management, property management and receivership services for workouts, short sales, foreclosures and other non-performing/under-performing assets. The company's distressed asset management services provide much needed expertise to owners of management-intensive real estate. With over 100 years of combined experience in real estate, the company's executive team can provide practical and effective solutions for any scenario.



The Village at Lake Lily
 Maitland, Florida
 437 Mid-Density Apartments
 18 Live/Work Units
 40,000 sq. ft. Retail
 Two 5-Level Parking Garages



The Village at Baldwin Park
 Orlando, Florida
 528 Garden Apartments
 448 Flats & 80 Townhomes



Arelia James Island
 Jacksonville, Florida
 756 Garden Apartments



The Village at St. Johns
 Jacksonville, Florida
 420 Garden Apartments



Kentlands Village
 Gaithersburg, Maryland
 (Washington, DC)
 307 Mid-Density Apartments
 13,000 sq. ft. Retail
 7-Level Parking Garage



Rockville Town Center
 Rockville, Maryland
 (Washington, DC)
 221 Mid-Density Apartments
 4-Level Parking Garage



Stratford Club
 Leesburg, Virginia
 (Washington, DC)
 300 Garden Apartments



Columbia Town Center
 Columbia, Maryland
 (Washington, DC)
 531 Mid-Density Apartments
 7-Level Parking Garage

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