



MULTIFAMILY HOUSING SPECIALISTS



COVE AT RIVERWINDS

199 Units | W. Deptford, NJ | \$31,500,000



CRESTBURY APARTMENTS

392 Units | Camden, NJ | \$34,450,000



CHARTER COURT AT EAST FALLS

502 Units | Philadelphia, PA | \$47,250,000



BROOKSIDE TERRACE

222 Units | Newton, NJ | \$16,900,000



CARRIAGE CLUB

105 Units | Mt. Arlington, NJ | \$18,625,000



DYNASTY COURT

56 Units | Philadelphia, PA | \$16,600,000

Philadelphia Office: 2005 Market Street, Suite 1510, Philadelphia, PA 19103
Satellite Office: 308 East Lancaster Ave., Suite 305, Wynnewood, PA 19096
Phone: 215.531.7000 | **Fax:** 215.531.7010
Website: www.maclaren-group.com

Marcus & Millichap

RIDGE MACLAREN
Senior V.P. Investments

CLARKE TALONE
First V.P. Investments

ANDREW TOWNSEND
First V.P. Investments

TMAT
MacLaren • Talone • Townsend



From left: Clarke Talone, Andrew Townsend, and Ridge MacLaren specialize in multifamily and affordable housing advisory and brokerage services.

TEAM HIGHLIGHTS

- Since 2006, our team has closed more than 17,403 units of Market Rate and Affordable Housing worth nearly \$1.3 billion
- Strong market knowledge and licenses in Pennsylvania, New Jersey, Delaware and Maryland
- Access to buyers and sellers nationwide through more than 80 offices
- Experience in existing and expiring HUD, Section 8 HAP Contract and Low Income housing tax credit deals
- More than 60 years of combined experience
- Since 2013, on average, our deals have sold for 97% of list price

ABOUT MARCUS & MILLICHAP

Since 1971, Marcus & Millichap Real Estate Investment Services has been the premier provider of investment real estate brokerage services. The foundation of our investment sales is the depth of our local market knowledge. Our 47-year history of maintaining investor relationships in local markets enables us to be the best information source and transaction service provider nationally. Marcus & Millichap has established itself as a leading and expanding investment real estate company with more than 1,700 investment professionals in offices throughout the U.S. and Canada. Marcus & Millichap's National Multi Housing Group (NMHG) provides the industry's most dynamic and effective national marketplace for the acquisition and disposition of apartment properties. With multifamily specialists in offices nationwide, NMHG is the industry leader in apartment transactions, having closed 3,322 deals in 2017.

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THE TEAM

With more than 60 years of combined experience, we have become one of the top teams of Multifamily agents in the Northeast and Mid-Atlantic.



RIDGE MACLAREN

Senior Vice President Investments

Donald "Ridge" MacLaren specializes in the sale of market rate multifamily investment properties throughout the greater Philadelphia tri-state region, with more than 38 years of experience in the industry. Based in Marcus & Millichap's Philadelphia office, Ridge is a licensed real estate broker in Pennsylvania, New Jersey, and Delaware. Since joining Marcus & Millichap in April 2000, Ridge has exclusively listed and sold 16,723 multifamily units, valued at more than \$1.16 billion. Ridge was promoted to Senior Vice President Investments in 2012. During the course of his real estate career, Ridge has earned numerous performance awards, including Top Producer for the entire Philadelphia office (2007), the Gold Achievement Award for Sales (2009), the CoStar Power Broker Award (2010), and the Sales Recognition Award (2017).

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CLARKE TALONE

First Vice President Investments

Clarke Talone specializes in the sale of market rate multifamily investment properties throughout the greater Philadelphia tri-state region. Based in Marcus & Millichap's Philadelphia office, Clarke is a licensed real estate salesperson in Pennsylvania, New Jersey, and Delaware. Since joining Marcus & Millichap in June 2006, Clarke has exclusively listed and sold 11,694 multifamily units, valued at more than \$866 million. Clarke was promoted to First Vice President Investments in 2016, and earned both the Gold Sales Recognition Award and Rising Star Award in 2017. Clarke is an active member of the Pennsylvania Apartment Association East. Outside of work, Clarke is active in the community. He is a committee member for the Radnor Run, which is an annual 5-mile race benefitting the American Lung Association.

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ANDREW TOWNSEND

First Vice President Investments

Andrew Townsend specializes in the sale of government-subsidized and market rate multifamily investment properties throughout the greater Philadelphia tri-state region. Based in Marcus & Millichap's Philadelphia office, Andrew is a licensed real estate salesperson in Pennsylvania, New Jersey, Delaware, and Maryland. Since joining Marcus & Millichap in June 2005, Andrew has exclusively listed and sold 11,019 multifamily units, valued at more than \$814 million. Andrew was promoted to First Vice President Investments in 2015, and was the Top Producer for the entire Philadelphia office in 2017, earning him the National Achievement Award. Andrew currently serves on the board of Hearts of Camden – A non-profit organization providing affordable housing in inner city Camden, NJ.

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 Phone: 215.531.7020

THE TEAM

The Team's junior agents specialize in the sale of multifamily investment properties in the suburbs surrounding Philadelphia.



DAN BERNARD
Associate

Dan Bernard specializes in the sale of multifamily investment properties throughout the greater Philadelphia region, specifically Bucks, Chester, Delaware and Montgomery counties. Based in Marcus & Millichap's Philadelphia office, Dan is a licensed real estate salesperson in Pennsylvania. Dan graduated from Bucknell University, and joined Marcus & Millichap in August 2015, and was awarded the Pace Setter Award in 2016. The award is given to those who go above and beyond early on in their careers at the company. Dan also earned the 2016 Rookie of the Year Award for the entire Philadelphia office. Dan is an avid golfer, having played for the men's golf team while at Bucknell. He earned a spot to play in the 2016 U.S. Mid-Amateur Championship.

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WILL RITER
Associate

Will Riter specializes in the sale of multifamily investment properties throughout the greater Philadelphia region, specifically Dauphin, Lancaster, York, and New Castle counties. Based in Marcus & Millichap's Philadelphia office, Will is a licensed real estate salesperson in Pennsylvania. Will graduated from Gettysburg College in 2017, with a major in Organization and Management Studies and a minor in Business. He joined Marcus & Millichap shortly after graduation. While at Gettysburg, Will coordinated and ran several philanthropy events that benefitted the American Red Cross. Outside of work, Will enjoys water and snow skiing, and playing golf.

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LEE LUEDTKE
Associate

Lee Luedtke specializes in the sale of multifamily investments throughout Southern and Central New Jersey. Lee's core markets include Camden, Burlington, Gloucester, Mercer, Middlesex, Monmouth, and Ocean Counties. Based in Marcus & Millichap's Philadelphia office, Lee is a licensed real estate salesperson in both New Jersey and Pennsylvania. He is a third-generation realtor who brokered investments in Long Beach Island, NJ, for four years prior to joining Marcus & Millichap. Lee has been licensed in New Jersey from the age of 18, and graduated from Quinnipiac University in 2017 with a B.S. in Marketing. Outside of work, Lee enjoys deep sea fishing, skiing, and golfing.

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TRANSACTION HISTORY

2006 to Present

ALL TRANSACTIONS 2017 & 2018

NOTABLE TRANSACTIONS 2006-2016

NAME	LOCATION	UNITS	PRICE	CLOSED
Broom Street Apartments	Wilmington, DE	14	\$1,155,000	11/9/2018
Center City Development Opportunity	Philadelphia, PA	Mixed-Use	\$2,400,000	11/1/2018
Allison Hill Portfolio	Harrisburg, PA	56	\$1,671,428	10/10/2018
Country View Townhomes	York, PA	14	\$1,846,300	8/31/2018
Apartment Building	Kennett Square, PA	19	\$2,037,500	8/24/2018
Kenalcon Apartments	Phoenixville, PA	30	\$4,000,000	7/11/2018
Residence at Overbrook	Philadelphia, PA	127	\$13,026,478	6/27/2018
Porter Building	Lancaster, PA	24	\$2,825,000	6/26/2018
The Willows at Edgewood	Philadelphia, PA	56	\$3,020,000	5/31/2018
The Willows at Frankford	Philadelphia, PA	52	\$2,268,000	5/31/2018
Fishtown Portfolio	Philadelphia, PA	16	\$1,528,000	4/30/2018
Gladiator Portfolio	Southern NJ	95	\$5,875,000	4/24/2018
Grey Friars	Chalfont, PA	78	\$10,692,000	4/20/2018
311 South 16th Street	Philadelphia, PA	7	\$925,000	3/23/2018
Dynasty Court	Philadelphia, PA	50	\$16,600,000	1/31/2018
All American Gardens	Camden, NJ	86	\$3,600,000	12/29/2017
Yorkshire Court	Drexel Hill, PA	30	\$1,695,000	12/8/2017
West Shore Portfolio	Harrisburg, PA	42	\$2,045,000	11/28/2017
Cove at Riverwinds	West Deptford, NJ	199	\$31,500,000	11/27/2017
Brenton Hall & Hampden Manor	Narberth, PA	26 + 14	\$7,600,000	11/17/2017
Crestbury Apartments	Camden, NJ	392	\$34,450,000	9/26/2017
Montpelier Court	Madison, NJ	26	\$7,400,000	9/6/2017
Eastridge Apartments	Harrisburg, PA	108	\$6,900,000	8/31/2017
Holly House	Norristown, PA	25	\$1,750,000	8/31/2017
Springbrook Apartments	Springville, NY	63	\$1,750,000	8/7/2017
Oak Gardens	Doylestown, PA	30	\$3,788,250	7/3/2017
Main Street Apartments	Lansdale, PA	14	\$2,875,000	6/30/2017
Washington Towers	Reading, PA	96	\$5,750,000	6/16/2017
Bethlehem Apartments	Bethlehem, PA	24	\$2,040,000	6/5/2017
Apartment Building	New Jersey	100	Upon Request	4/28/2017
Brookside Terrace	Newton, NJ	222	\$16,900,000	5/17/2016
College Park Apartments	Carlisle, PA	208	Upon Request	11/10/2015
Suburban Court	Ardmore, PA	100	Upon Request	12/19/2014
Charter Court at East Falls	Philadelphia, PA	502	\$47,250,000	3/5/2014
Carriage Club	Mt. Arlington, NJ	105	\$18,625,000	2/18/2014
Beechwood Gardens	Philadelphia, PA	160	\$13,000,000	10/4/2013
Crestbury Apartments	Camden, NJ	392	\$16,101,400	1/18/2013
Chesterfield	Levittown, PA	247	\$25,155,000	9/13/2012
Crossings at Mill Creek	Lancaster, PA	338	\$22,650,000	7/12/2012
Willow Ridge Village	Marlton, NJ	296	\$28,000,000	6/30/2011
Millview Apartments	Coatesville, PA	350	\$34,515,000	10/22/2010
Fresh Ponds	South Brunswick, NJ	120	\$15,000,000	9/30/2010
Hampton Walk	New Castle, DE	370	\$17,250,000	5/22/2008
Spruce Court	Royersford, PA	171	\$12,950,000	11/8/2006

TEAM LIFETIME TOTAL: 17,403 Units Sold | \$1,237,118,603 Total Sales Volume

NOTABLE TRANSACTIONS

2006 to Present



127 Units
RESIDENCE @ OVERBROOK
 \$13,026,478
Philadelphia, PA



222 Units
BROOKSIDE TERRACE
 \$16,900,000
Newton, NJ



160 Units
GLEN CREEK
 \$11,050,000
Elkton, MD



160 Units
BEECHWOOD GARDENS
 \$13,000,000
Philadelphia, PA



223 Units
PARKVIEW APARTMENTS
 \$13,150,000
Minneapolis, MN



120 Units
FRESH PONDS
 \$15,000,000
South Brunswick, NJ



300 Units
OAKWOOD TERRACE I & II
 \$13,730,000
Pensacola, FL



56 Units
DYNASTY COURT
 \$16,600,000
Philadelphia, PA



208 Units
COLLEGE PARK
 Upon Request
Carlisle, PA



502 Units
CHARTER COURT
 \$47,250,000
Philadelphia, PA



247 Units
CHESTERFIELD
 \$25,155,000
Levittown, PA



296 Units
WILLOW RIDGE VILLAGE
 \$28,000,000
Marlton, NJ



357 Units
OAKWOOD PLAZA
 \$27,500,000
Elizabeth, NJ



370 Units
HAMPTON WALK
 \$17,250,000
New Castle, DE



392 Units
CRESTBURY APARTMENTS
 \$34,450,000
Camden, NJ
MacLaren • Talone • Townsend also sold Crestbury Apartments in January 2013 for \$16,101,500.



100 Units
SUBURBAN COURT
 Upon Request
Ardmore, PA



105 Units
CARRIAGE CLUB
 \$18,625,000
Mt. Arlington, NJ



338 Units
CROSSINGS at MILL CREEK
 \$22,650,000
Lancaster, PA



350 Units
MILLVIEW APARTMENTS
 \$34,515,000
Coatesville, PA



182 Units
NEWPORT VILLAGE
 \$12,480,000
Falls Township, PA



171 Units
SPRUCE COURT
 \$12,950,000
Royersford, PA