



# 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



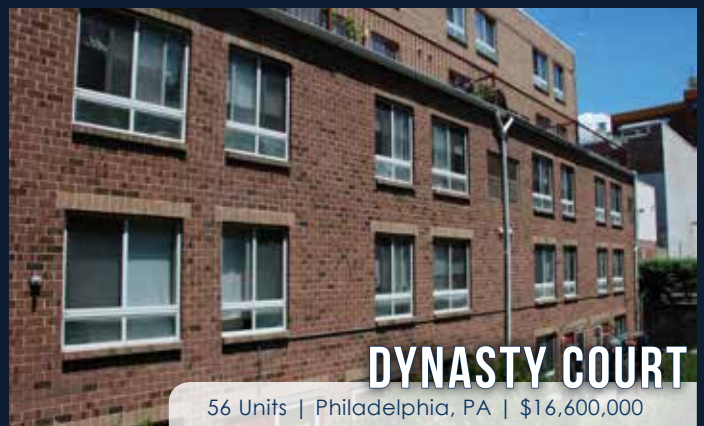
## BROOKSIDE TERRACE

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](http://www.maclaren-group.com)

**Marcus & Millichap**



**RIDGE MACLAREN**  
Senior V.P. Investments

**CLARKE TALONE**  
First V.P. Investments

**ANDREW TOWNSEND**  
First V.P. Investments



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 17,643 units of Market Rate and Affordable Housing worth more than \$1.3 billion
- Strong market knowledge and licenses in Pennsylvania, New Jersey, Delaware and Maryland
- Access to buyers and sellers nationwide via offices across the U.S. and Canada
- 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 48-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 2018.

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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 17,025 multifamily units, valued at more than \$1.22 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 11,996 multifamily units, valued at more than \$923 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 11,321 multifamily units, valued at more than \$866 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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## 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 2018 & 2019

NOTABLE TRANSACTIONS 2006-2017

| NAME                                | LOCATION            | UNITS     | PRICE        | CLOSED     |
|-------------------------------------|---------------------|-----------|--------------|------------|
| Mountain Lane Apartments            | Allentown, PA       | 24        | \$2,300,000  | 4/12/2019  |
| Applegate Apartments                | Hatfield, PA        | 84        | \$8,562,500  | 3/28/2019  |
| Ashland Terrace                     | Secane, PA          | 27        | \$1,850,000  | 2/25/2019  |
| Center City Development Site        | Philadelphia, PA    | Land      | \$8,400,000  | 1/10/2019  |
| 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  |
| Lafayette Court                     | 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 |
| 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  |
| Oak Gardens                         | Doylestown, PA      | 30        | \$3,788,250  | 7/3/2017   |
| Washington Towers                   | Reading, PA         | 96        | \$5,750,000  | 6/16/2017  |
| 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: 17,643 Units Sold | \$1,315,708,149 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*