



# 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



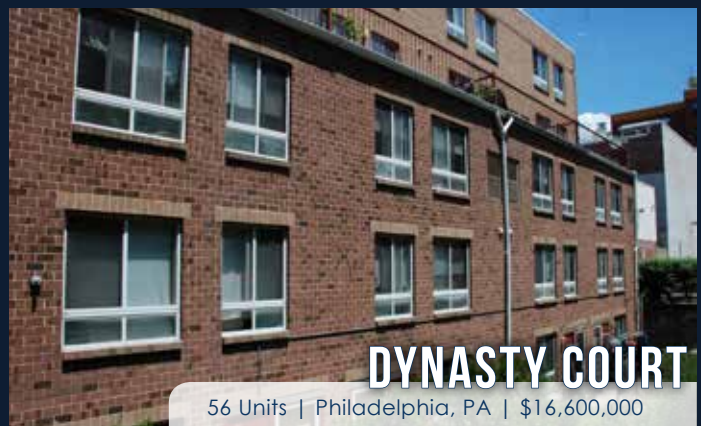
## BROOKSIDE TERRACE

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:** 200 N. Warner Road, Suite 400, King of Prussia, PA 19406  
**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 \$1.23 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 \$928 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 \$871 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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# TRANSACTION HISTORY

2006 to Present

ALL TRANSACTIONS 2018 & 2019

NOTABLE TRANSACTIONS 2006-2017

NAME	LOCATION	UNITS	PRICE	CLOSED
Royersford Apartments	Royersford, PA	28	\$1,825,000	4/24/2019
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
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 | \$1,321,275,940 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*



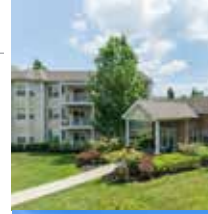
392 Units

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*