

Press Ganey HQ
Industrial Office
South Bend, IN

NAS National
Asset
Services

Nationally **Respected**
Owner Entrusted

NASAssets.com

 **PRESS GANEY**

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Investment Property Track Record

SINCE 2008 *Updated 3.12.2024*

NAS National
Asset
Services

CLIENTS SERVED

2,612

TOTAL CASH DISTRIBUTIONS DELIVERED

\$ 662.4 Million¹

ASSETS SOLD

78

PROPERTIES

186

STATES

31

VALUE OF MANAGED PORTFOLIO

\$ 3.38 BILLION²

NATIONWIDE MANAGEMENT PORTFOLIO

S.F. GROSS LEASABLE AREA

25.39 MILLION³

**ASSETS
REFINANCED**

21

¹ Total cash distributions delivered since 2008 is \$662,411,310.

² Total value of investment property management portfolio since 2008 is \$3,381,485,948.

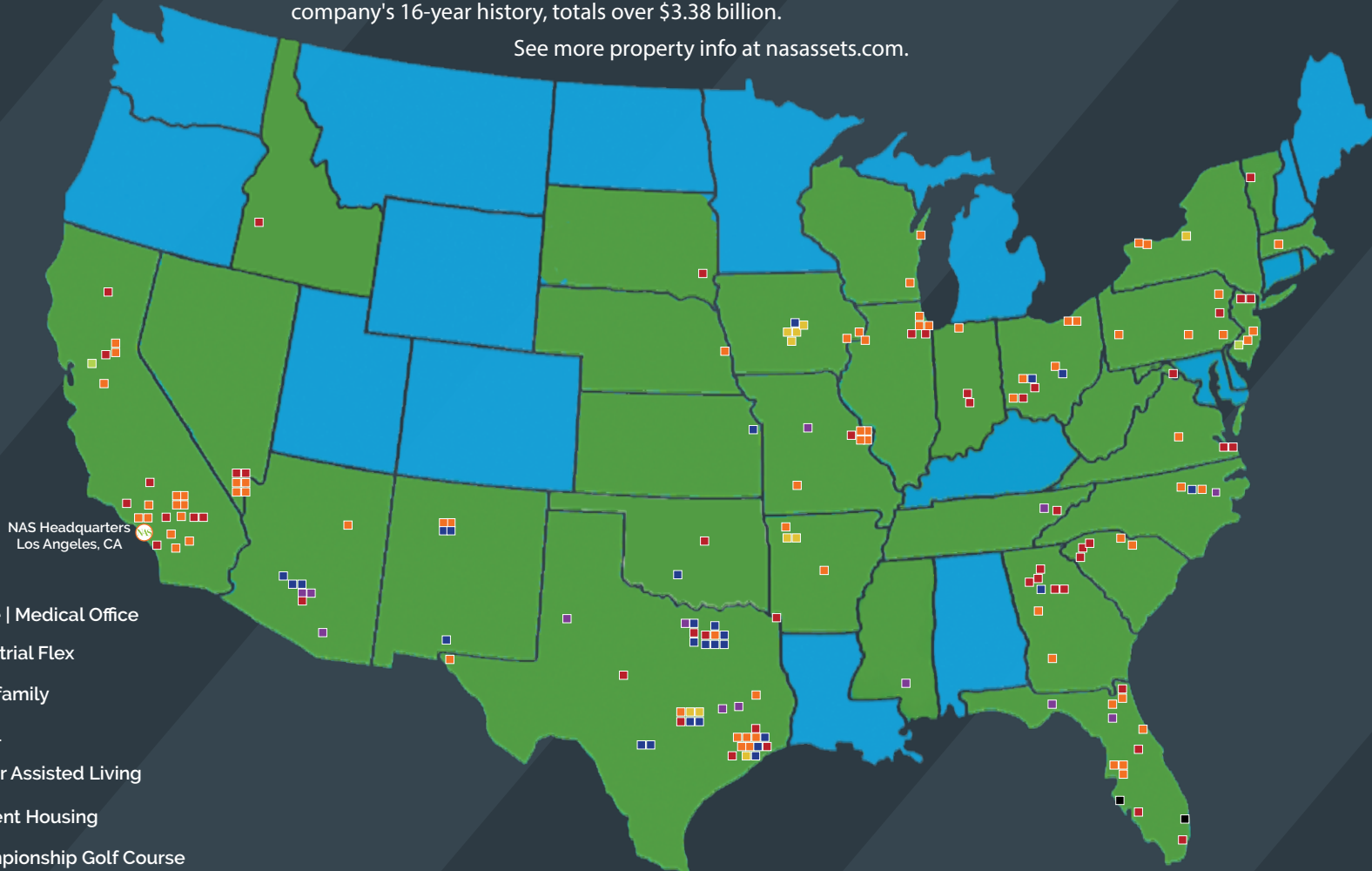
³ Total GLA managed since 2008 is 25,395,854 s.f., plus management of two championship golf courses.

INVESTMENT MANAGEMENT PORTFOLIO

Since 2008, NAS has served 2,612 investment clients and has established an impressive track record for investment property management. The track record includes generating over \$662 million in cash distributions to property investors and managing a commercial real estate portfolio of 186 diverse commercial properties, comprised of 25 million square-feet, in 31 states. The overall value of NAS' managed portfolio in the company's 16-year history, totals over \$3.38 billion.

See more property info at nasassets.com.

Map updated 3.12.24



WE SPECIALIZE IN MAXIMIZING ASSET VALUE

We take an aggressive, strategic and transparent approach to commercial real estate management. Unlike other asset managers, we proactively work to increase property value by identifying market opportunities and controlling costs by leveraging our extensive nationwide resources

While some commercial property managers focus on asset preservation while letting market forces dictate property value, NAS identifies local market opportunities resulting from changing demographics or evolving consumer preferences and develops an aggressive strategic marketing and leasing plan to maximize revenue and enhance property value.

Upon assuming property management responsibility, the NAS team begins to execute a strategic short-term and long-term plan designed to:

- Minimize vacancies
- Cultivate local and regional marketing opportunities
- Explore alternative revenue options to offset declining or flat-lining rents
- Control costs without jeopardizing the value of services
- Closely monitor financial performance

NATIONALLY RESPECTED
OWNER ENTRUSTED

NAS National
Asset
Services

A Better Brand of Asset and Property Management

NAS is focused solely on real estate with solutions directed by some of the most experienced and innovative professionals in the industry. While most asset managers focus on asset preservation while letting market forces dictate property value. NAS identifies local market opportunities and develops a strategic plan to create value. We offer customized solutions and personalized attention to address the unique needs of each property.

We're On Top of the Ever Changing Real Estate Climate

Staying on top of the real estate market on both a national and local level is critical to strategic long term growth. Nationally we are actively involved with some of the nation's top focus groups, industry trade associations and think tanks. On a local level, we are in constant communication and engage in frequent strategy sessions with property management and local expert resources.

More Efficient Management Created by a Proactive Approach

NAS' proactive approach to increasing a property's value not only produces results, but it is a smart way to efficiently manage an asset. Our methodical and systematic process allows our professionals to identify opportunistic situations and areas of concern long before they become real problems.

Effective Strategies Proactive Services



Property-Related Advisory Services

- Leasing/Marketing Plans
- Property Management/Leasing Supervision
- Capital Improvement Planning and Tracking
- Value Engineering of Capex Projects
- Tenant Retention Plans
- Vendor Contract Negotiations
- Operational Budgeting Preparation and Supervision

Real Estate Strategies



- Long-Range Business Objectives
- Monitoring Market Conditions
- Feasibility Studies
- Research Studies
- Site Selection
- Strategic Planning & Execution
- Hold or Sell Strategies



Investor/Owner Services

- Real Estate Investor Accounting
- Monthly, Quarterly and Annual Reporting
- Cost Segregation Services
- Capital Budgeting Recommendations
- Tenant-In-Common Specialist and Advisory Services
- Receiver and REO Services
- Litigation Support

Asset-Related Services



- Reporting to Owners, Lenders, Governmental
- Lender/Special Servicer Relationship Management
- Lease, Loan and Disposition Negotiations
- Insurance Risk Management
- Property Tax Appeal Services
- Loan Modification and Workout Solutions
- Income/Expenses Evaluation



Access Property Documents
Anytime. Anywhere.



ONDEMAND INFORMATION



The ever-evolving business environment requires timely proactive communication with property ownership. As part of the NAS commitment to providing timely, proactive and transparent communication, we offer an exclusive, secure service for ownership in properties that are asset managed by NAS.

OnDemand Information is just the beginning of a series of programs and services designed to implement NAS' vision and leadership in developing long term strategies that maximize returns for each property.

Property owners have access to their own customized, secure, and confidential property pages where documents and reports for each property can be viewed and downloaded. At anytime. Anywhere. On any device.

Here's What Our Clients Are Saying

Stacey Sobel San Francisco, CA

My family started investing with Karen Kennedy's trusted advice years ago, and now I continue doing so with her and NAS. In fact, when my father passed the torch to me, he said "When it involves real estate, ONLY use Karen Kennedy." We have done very well with Karen and her team's insights and honest evaluations on a multitude of properties. They have helped us with property re-investments, and have managed most all of the properties we have invested in. I am delighted NAS is now offering their own investments, as I trust Karen's instinct implicitly.

Howard Simon West Los Angeles, CA

Karen and the NASIS team are fully committed to each property that is acquired for client investment in ways few other companies are. Not only do the principals stand shoulder to shoulder with clients as an investor, but as property managers they assume management responsibility for the property during the life of investment. They can do this with confidence because of their expertise at both ends of the real estate spectrum.

Judy Bacich Lincoln, CA

I was involved in a TIC investment (144-unit apartment complex) that was poorly managed with high vacancy rates, deferred maintenance and very limited cash flow. A foreclosure was a definite possibility. In 2011 NAS took over management and slowly brought the property back to A+ condition, a 98% occupancy and positive cash flow. We ultimately sold the property in Spring 2018 with a SUBSTANTIAL profit. Consequently, as an investor, I feel secure knowing that the properties acquired by NAS Investment Solutions will be managed by the same NAS management Team I have grown to trust.



Lynnhaven Square
Virginia Beach, VA

Experience Matters Now More Than Ever



Carol Scott, CSM
Managing Director

- 32 years in property and asset management
- Expertise in onsite operations, marketing, leasing, development, construction and strategic planning
- Former head of lease and property administration for major publicly traded retailer
- Received Certified Shopping Center Manager
- Designation (CSM) from ICSC in 1990

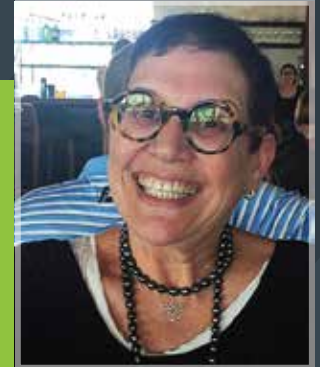
Oliver Calza, CPA
Chief Financial Officer

- 25 years in finance and accounting industry
- 10 years public accounting experience
- Former VP Finance at Time Warner Cable
- Former Controller in commercial construction industry
- Expertise in investor relations



Karen E. Kennedy, CRX, CSM
President & Founder

Recognizing the growing demand for open, honest and transparent asset management, Karen E. Kennedy, quickly transformed NAS from its beginnings in 2008, into one of the Nation's most respected, full service commercial real estate companies with portfolio of over a \$3.3 billion consisting of 183 properties in 31 states.



Karen is the former Chief Operating Officer and Chief Portfolio Officer for SCI RealEstate Investments where, in addition to overseeing daily company operations, she was responsible for the asset management supervision and investor relations for a co-ownership portfolio worth over \$1.8 Billion and consisting of 66 class-A, multifamily, student housing, retail and office properties comprising over 13 million square feet in 16 states.

Recognized as one of the Nation's Women of Influence for 2021 by GlobeSt. Real Estate Forum, Karen has been active in all phases of asset and project management for more than 30 years, and has extensive experience directing the management of properties on a national basis. Karen has developed and managed properties on behalf of a variety of asset management firms including The Festival Companies, The Patrician Group, The Meadows Group, G/K Development and Kesco. Additionally, Karen has direct experience in leasing, project management, construction, and the development of commercial and retail properties.

Karen is a cabinet member of the Los Angeles Chapter of Jewish National Fund's Real Estate Division as well as a cabinet member of the Jewish Federation Real Estate and Construction Network. JNF is dedicated to giving all generations of Jewish people a unique voice in building a prosperous future for the land of Israel and its people.

Experience Matters Now More Than Ever

Adi Peery, CSM Sr. VP & Director of Operations

- 25 years in property and asset management
- Expertise in all asset classes, specializing in retail and office. Experienced in lease negotiations and financial reporting
- Former manager, \$350 MM commercial portfolio Earned ICSC Certified Shopping Center Manager designation in 2014



Shirlee J. Kingsley, CPM Vice President

- 30 years in asset management
- Expertise in developmental phase government, lender and community relations
- Former VP, Caruso Affiliated, managed 6 award winning retail resorts.
- Named to the list of top 100 retail center managers in the U. S. by ICSC



Roxanne Acree Asset Transactions Manager

- 5 years experience in real estate industry
- At NAS, coordinated transactions of more than 25 property sales, refinances, and purchases
- Responsible for the ongoing management of real estate transaction activities for properties within the existing NAS Management Portfolio, as well as new property acquisitions through NAS Investment Solutions

JW Robison, CMD Marketing Director

- 25 years in commercial real estate marketing
- Expertise in strategic marketing, technology adaptation and branding
- Former VP, Marketing, Westfield Corp., Jacobs Group and SCI Real Estate Investments



Lily Castellanos Office Manager, Accounting Specialist

- Over 13 years experience of administrative assistance roles in the real estate field industry.
- Former Administrative Assistant to the President of Pacific Properties Realty.



Camila Sanchez Portfolio Manager

- Former Assistant Property Manager for Worchell Properties in Los Angeles
- Administrator at Amherst Exchange Corporation in Santa Barbara managing all aspects related to 1031 Like-Kind Exchanges.
- Fluent in Spanish



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Owner Entrusted

Karen E. Kennedy, CRX, CSM
President & Founder

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