



## TIKIJAN ASSOCIATES PHILOSOPHY

Tikijan Associates was founded with the specific goal of offering the highest achievable level of client service in the evaluation, marketing and sale of multihousing properties. The principles that guide us in this mission are simply stated: **Focus and Work Ethic.**

**Focus:** By narrowing our focus to this specific segment of the real estate industry, we offer: (1) In-depth knowledge of local markets, specific properties and investors and owners active in these markets; (2) credibility among sellers and prospective buyers based on experience; and (3) an unparalleled expertise in capital markets, financial underwriting and property operations.

**Work Ethic:** We believe that there is no substitute for hard work in the valuation and marketing of a property. We perform our own extensive due diligence on all aspects of a property including: (1) location, (2) physical condition, (3) operations (current financial performance and marketing) and (4) existing financing. Based upon this advance due diligence, we provide owners with fair property valuations and strategic advice on value-enhancement to assure a successful closing.

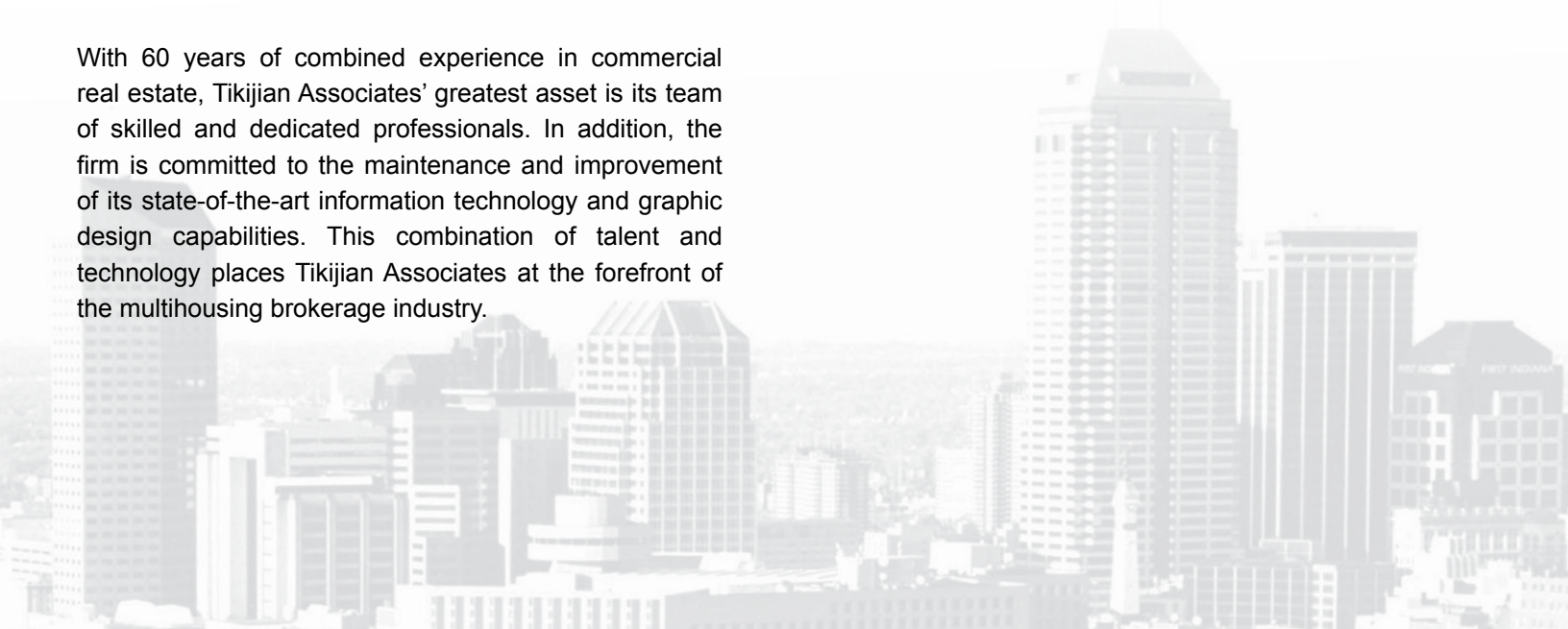
# OUR COMPANY

**Tikijian Associates** is a boutique brokerage firm specializing exclusively in the representation of owners of multihousing communities in Indiana and Kentucky. The company was formed in early 2005 by George Tikijian, one of Indiana's most respected real estate brokers. Tikijian Associates was founded with the specific goal of offering the highest achievable level of client service in the evaluation, marketing and sale of apartment communities.

Prior to founding Tikijian Associates, George spent 20+ years as a multihousing broker with the Indianapolis office of CB Richard Ellis. Among many accomplishments during his career, he (1) built a database which currently includes over 1,500 apartment projects and 4,000 potential investors; (2) was consistently the top producer of CB Richard Ellis' Multi-Housing Properties Group; (3) has brokered multihousing transactions totaling 50,000 units and \$1.8 billion; (4) has become generally recognized as the foremost authority on multihousing properties in Indiana, each year conducting the Indiana Apartment Industry Outlook as part of the Indiana Apartment Association Convention.

In the past five years alone, the firm has completed sales in excess of \$800 million and 18,000 units. The foundation of Tikijian Associates' success is (a) an unyielding dedication to clients and the industry; (b) an unparalleled knowledge of specific properties, apartment markets and capital markets; and (c) uncompromising adherence to the highest professional and ethical standards.

With 60 years of combined experience in commercial real estate, Tikijian Associates' greatest asset is its team of skilled and dedicated professionals. In addition, the firm is committed to the maintenance and improvement of its state-of-the-art information technology and graphic design capabilities. This combination of talent and technology places Tikijian Associates at the forefront of the multihousing brokerage industry.



# OUR ASSOCIATES



George Tikijian opened Tikijian Associates in March, 2005 after over 20+ years specializing exclusively in the sale of apartment properties in the Indianapolis office of CB Richard Ellis. For 17 consecutive years, he was a top producer at CBRE. George achieved the CCIM designation in 1988 and remains extremely involved in the real estate and investment communities holding positions with the Indiana Apartment Association, including Treasurer, Board Member and Chairman of Government Relations Committee; Indianapolis Neighborhood Housing Partnership; Local Initiatives Support Corporation; National City Community Development Association and Indiana University Kelley School of Business Board of Visitors. George oversees all aspects of client contact, underwriting, marketing and sale of properties.



Kimberly Wise is a licensed real estate broker who serves as Vice President - Marketing for Tikijian Associates. Kim has spent her entire ten year real estate career working with George on the marketing and sale of multihousing properties. As marketing director, Kim's many responsibilities include property and market research, maintenance of the company's extensive property investor database, and primary oversight function in the layout, composition and distribution of all marketing materials, including computer-based and print media. In her capacity as broker, Kim is primarily involved in investor and client communication, property valuation and coordination of due diligence.



Duke Hardy has over 25 years experience in the real estate industry, as an attorney, owner, manager and broker. Duke has been a licensed real estate broker for the past 20 years and continues to be a member of the Indiana State Bar. Prior to joining Tikijian Associates, Duke served as Vice - President of Commercial Properties for Barrett & Stokely, Inc., an Indianapolis real estate firm with over 3,000 apartment units and 750,000 square feet of commercial space under management. Duke's responsibilities at Tikijian Associates include property and market research, the marketing of properties and coordination of due diligence.



Hannah Ott is a licensed real estate broker who has worked with commercial real estate investments for ten years. Prior to joining Tikijian Associates, Hannah was an active broker in the South Florida and Memphis Metro markets. She has a strong understanding of finance, including the use of LIHTC's and Tax Exempt Bonds. Hannah's experience includes the sale of over \$70 million of multi-family properties, representing in excess of 1,800 apartment units. At Tikijian Associates Hannah specializes in new market exploration, property analysis and valuation, client research and outreach, investor relations, and the marketing of properties.



Christine Nealis serves as Marketing Specialist for Tikijian Associates. She is responsible for the design and layout of marketing materials, including property mapping and photography. In addition, Christine is actively involved in property and market research. Prior to joining Tikijian Associates, Christine gained a wealth of experience as the Marketing Generalist for Lafayette Interior Fashions in West Lafayette, IN. While there, she created ads and marketing materials in addition to assisting customers and sales managers with special promotions.

## PARTIAL CLIENT LIST

- A.G. Edwards
- AIMCO
- AMLI Residential
- Archon Group
- Archstone Communities
- Avalon Bay Communities
- Bank of America
- Bank One
- Barrett & Stokely Inc.
- Borns Management
- Boston Capital
- Buckingham Companies
- Camden Property Trust
- Capmark (GMAC)
- ChrisKen Residential Trust
- Citibank
- Davis Properties
- Equity Residential
- Fannie Mae
- FDIC
- Flaherty and Collins
- Forest City Residential
- Freddie Mac
- Gene B. Glick Co.
- Hall Financial
- Henderson Global Investors
- HUD
- Houlihan Parnes/CLK
- Household Bank
- Indiana University Foundation
- Insignia Financial
- Invesco Real Estate
- JC Hart Co.
- John Hancock Insurance Company
- Kensington Realty Advisors
- LaSalle Investment Management
- Lennar Partners
- Mass Mutual
- McNeil Real Estate
- Muesing Properties
- National City Bank
- New Plan Excel Realty Trust
- Paine Webber Properties
- Paragon Group
- Pedcor Companies
- Pritzker Residential
- Sentinel Real Estate Group
- SSR Realty Advisors
- Strong Capital Management
- TGM Associates L.P.
- Trammell Crow Residential
- United Dominion Realty Trust
- Van Rooy Properties
- Zidan Management Group

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