

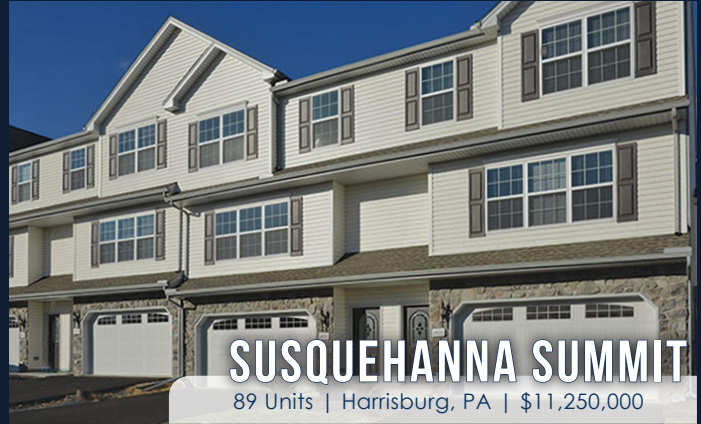


# MULTIFAMILY HOUSING SPECIALISTS



## CHARTER COURT AT EAST FALLS

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



## SUSQUEHANNA SUMMIT

89 Units | Harrisburg, PA | \$11,250,000



## SUBURBAN COURT

100 Units | Ardmore, PA



## BROOKSIDE TERRACE

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



## HARVEST SQUARE

70 Units | Shippensburg, PA | \$6,632,000



## CARRIAGE CLUB

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

**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

**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 15,745 units of Market Rate and Affordable Housing worth more than \$1.09 billion
- Strong market knowledge and licenses in Pennsylvania, New Jersey, Delaware and Maryland
- Access to buyers and sellers nationwide through 60 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 46-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 1,300 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 3,382 deals in 2016.

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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 15,386

multifamily units, valued at more than \$1.059 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), and the CoStar Power Broker Award (2010).

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NJ: 0673619 DE: R2-0002461

### 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 10,126 multifamily units, valued at more than \$710 million. Clarke

was promoted to First Vice President Investments in 2016, and was awarded the CoStar Power Broker Award in both 2009 and 2010. 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 benefiting the American Lung Association.

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Phone: 215.531.7021

Licenses: PA: RS299113 NJ: 0787408 DE: R4-0019808

### 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 9,443 multifamily units, valued at more

than \$655 million. Andrew was promoted to First Vice President Investments in 2015, and was awarded the CoStar Power Broker Award in 2009, 2010, and 2013. 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

Licenses: PA: RS304074 NJ: 0680787  
DE: R4-0019885 MD: 642784

### 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. He 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.

Email: [dbernard@marcusmillichap.com](mailto:dbernard@marcusmillichap.com)

Phone: 215.531.7022

License: PA: RS331381



# TRANSACTION HISTORY

2006 to Present

U/C

ALL TRANSACTIONS 2016 & 2017

NOTABLE TRANSACTIONS 2006-2015

NAME	LOCATION	UNITS	PRICE	CLOSED
Crestbury Apartments	Camden, NJ	392	---	Under Contract
Eastridge Apartments	Harrisburg, PA	108	---	Under Contract
Westfield Gardens	Camden, NJ	73	---	Under Contract
Springbrook Apartments	Springville, NY	63	---	Under Contract
Oak Gardens	Doylestown, PA	30	---	Under Contract
144 Carpenter Lane	Philadelphia, PA	Dev't.	---	Under Contract
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
Warnock Street	Philadelphia, PA	20	\$1,027,500	1/23/2017
Indy Town East Apartment Portfolio	Indianapolis, IN	410	\$8,075,000	12/26/2016
Sommerville Homes	Philadelphia, PA	24	\$1,005,000	12/22/2016
Victory Estates	Slatington, PA	58	\$3,600,000	12/19/2016
Mascher Court Apartments	Philadelphia, PA	24	\$1,200,000	12/2/2016
Plymouth Place	Hammonton, NJ	128	Upon Request	10/12/2016
East Park Apartments	Vineland, NJ	42	\$3,250,000	8/17/2016
Lansingburgh Apartments	Troy, NY	96	\$4,077,500	7/18/2016
Franklin Manor	Wyomissing, PA	39	\$2,350,000	6/14/2016
Brookside Terrace	Newton, NJ	222	\$16,900,000	5/17/2016
Marshall Gardens	Upper Darby, PA	23	\$915,000	3/15/2016
Weightman Block	Williamstown, PA	64	\$1,850,000	1/5/2016
Susquehanna Summit	Harrisburg, PA	89	\$11,250,000	12/18/2015
College Park Apartments	Carlisle, PA	208	Upon Request	11/10/2015
Harvest Square	Shippensburg, PA	70	\$6,632,000	6/9/2015
Suburban Court	Ardmore, PA	100	Upon Request	12/19/2014
Glen Creek	Elkton, MD	160	\$11,050,000	7/17/2014
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
The Crestbury	Camden, NJ	392	\$16,101,400	1/18/2013
Windsor Court Townhomes	Lancaster, PA	126	\$10,900,000	10/18/2012
Sandy Hill Terrace	Norristown, PA	175	\$11,900,000	9/28/2012
Chesterfield	Levittown, PA	247	\$25,155,000	9/13/2012
Crossings at Mill Creek	Lancaster, PA	338	\$22,650,000	7/12/2012
Perrywood Garden	Aberdeen, MD	184	\$10,337,000	2/23/2012
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
Beechwood Gardens	Philadelphia, PA	160	\$10,500,000	12/16/2009
Newport Village	Falls Township, PA	182	\$12,480,000	6/22/2009
Oakwood Terrace I & II	Pensacola, FL	300	\$13,730,000	6/19/2008
Hampton Walk	New Castle, DE	370	\$17,250,000	5/22/2008
Mississippi Portfolio	Mississippi	382	\$10,550,000	9/25/2007
Spruce Court	Royersford, PA	171	\$12,950,000	11/8/2006

**TEAM LIFETIME TOTAL: 15,745 Units Sold | \$1,099,078,636 Total Sales Volume**

# NOTABLE TRANSACTIONS

2006 to Present



222 Units

**BROOKSIDE TERRACE**  
\$16,900,000  
*Newton, NJ*



100 Units

**SUBURBAN COURT**  
Upon Request  
*Ardmore, PA*



105 Units

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



175 Units

**SANDY HILL TERRACE**  
\$11,900,000  
*Norristown, 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*



89 Units

**SUSQUEHANNA SUMMIT**  
\$11,250,000  
*Harrisburg, PA*



160 Units

**GLEN CREEK**  
\$11,050,000  
*Elkton, MD*



160 Units

**BEECHWOOD GARDENS**  
\$13,000,000  
*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*



208 Units

**COLLEGE PARK**  
Upon Request  
*Carlisle, PA*



502 Units

**CHARTER COURT**  
\$47,250,000  
*Philadelphia, PA*



392 Units

**THE CRESTBURY**  
\$16,101,500  
*Camden, NJ*



338 Units

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



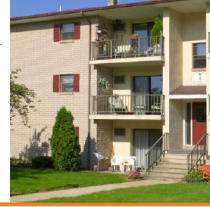
350 Units

**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*