

BLACKSTONE MANAGEMENT

PROPERTY MANAGEMENT

*Building VALUE through
management excellence*



BLACKSTONE
MANAGEMENT

THE BLACKSTONE MANAGEMENT EXPERIENCE

As one of the leading property managers in the Mid-Atlantic — currently managing nearly 3.5 million square feet of real estate — Blackstone Management knows that your satisfaction begins with quality full-service property management. That's why our property management teams combine the scale of a large company with the personal attention of customized services. Our managers take an active interest in exceeding the expectations of tenants, owners and investors. When you choose Blackstone Management as your partner, you can feel confident that your asset is getting the full attention of the best talent and the best resources in the industry.

In addition to property management, we offer a full suite of services to address all of your real estate needs throughout the life-cycle of your asset, including:

*Property Management
Energy & Sustainability Services
Construction
Agency Leasing
Project Management
Tenant Representation
Investment Sales
Value Recovery Sales
HOA Management*

OUR BUSINESS BY THE NUMBERS

What it means to you

625K

Number of square feet under management
You're partnering with a team that has extensive management experience

\$34,000

Average annual savings of operating expenses compared to the BOMA average for office buildings in the same region based on a building size of 325,000 ft²
We maximize the investment value of your asset

100

Percent of our investor-owned managed properties that participate in ENERGY STAR portfolio manager
An energy efficient property means cost savings for you

99

Percentage of accuracy in our financial reporting
Our accounting precision gives you peace of mind

135+

Number of compliance points addressed in our annual management audit
This audit ensures your management team is performing at the highest possible level

120+

Number of compliance points addressed in our annual operations audit
This audit is designed to mitigate risk and increase efficiencies, often resulting in cost savings.

100

Percent of management professionals who participate in annual financial skills training
Our teams are proficient in accounting principles and practices

COMMITTED TO YOUR SUCCESS

Your management partner

Property management is a core business of Blackstone Management.

We have dedicated leadership at the local and regional levels, ensuring our teams employ best practices at every property we manage.

Our highly skilled property management professionals access a fully integrated management platform to deliver solutions that translate into a business advantage for you.

PROPERTY MANAGEMENT PLATFORM

Client Accounting Services	Energy & Sustainability Services
Engineering and Operations	Risk Management
Project Management	National & Regional Management Oversight

CORE PROPERTY MANAGEMENT PRACTICES

Manager Financial Skills Testing & Training	Energy Management/ENERGY STAR
4Sight Emergency Preparedness	Management Audit
Operations Audit	Annual Tenant Survey
StartSMART	EndSMART
Procurement Policy	Annual Client Survey
Electronic Invoice Presentment	Management Agreement Abstracting
Regional Recognition Program	Key Accomplishment Flyers

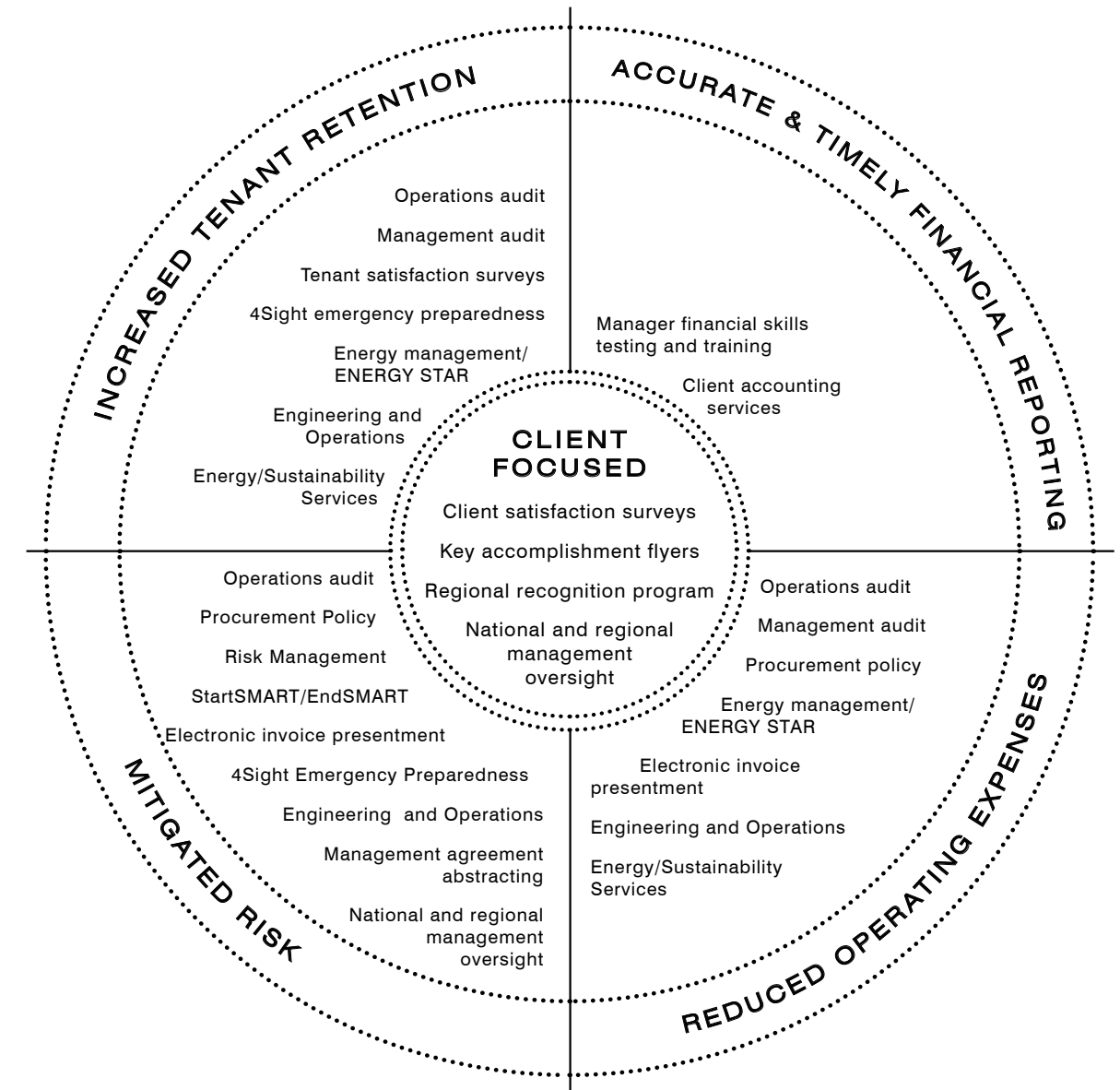
SOLUTIONS TAILORED TO MEET YOUR GOALS

Benefits of our management platform

At Blackstone Management, results define the management experience.

We adopt your financial and business objectives for the asset and present thoughtful options based on your goals. Through our comprehensive platform, we provide accurate and timely reporting, reduce operating expenses, mitigate risk, and increase tenant retention.

THE BLACKSTONE MANAGEMENT EXPERIENCE



MEMBERSHIPS

Our team maintains memberships in a variety of organizations to keep ourselves up-to-date on important issues at the local, regional, and national levels.

This information allows us to manage your properties using the most recent knowledge and practices, which in turn will give your properties the advantage.

CURRENTLY MEMBERS OF

Commercial Real Estate Development Association (NAIOP)

Washington, D.C. Chamber of Commerce

Mid-Atlantic Real Estate Investors Association

Charles County Chamber of Commerce

Community Association Institute

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Blackstone Management is a full service real estate management, investment, and consulting firm that operates residential and commercial properties as well as hotels and owner associations in markets all over the Mid-Atlantic.

With years of experience, the company focuses primarily on one of the world's most competitive and lucrative real estate markets: the greater Washington, D.C. metro area.

This disciplined regional concentration has enabled Blackstone to make intelligent real estate decisions based on an intimate knowledge of the marketplace, and build lasting relationships with investors, tenants, brokers, financial institutions and industry peers.

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