



Property **MANAGEMENT**



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Director of Strategic Planning & Development

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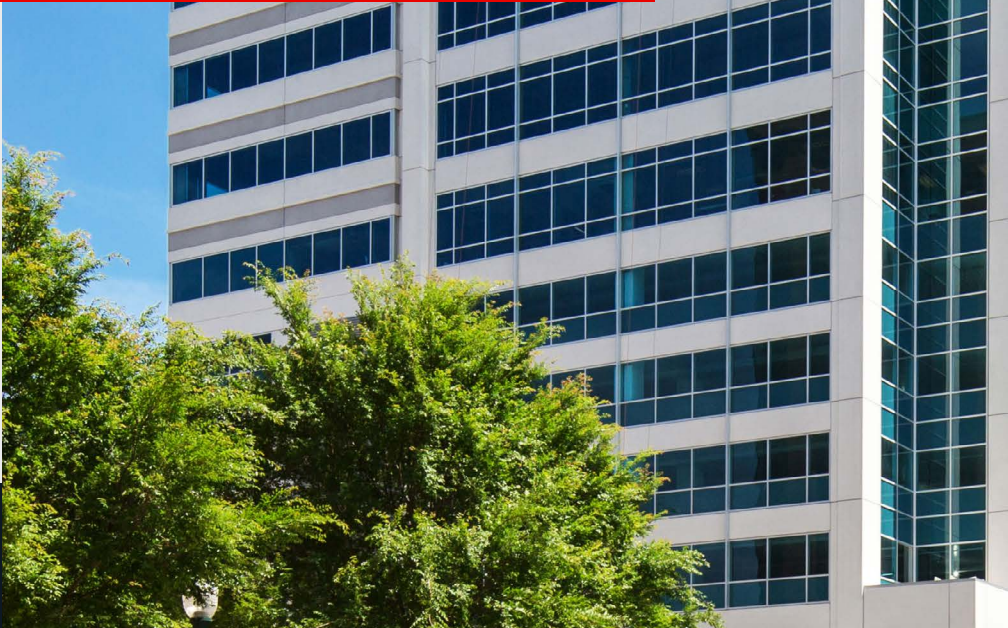

ABOUT DIVARIS PROPERTY MANAGEMENT

DPMC has a talented team of dedicated professionals who are well positioned to meet the operational, occupancy, profitability, and management objectives of its clients. The team maintains a regular interface with landlords and tenants, thereby maximizing communications between all parties and responding with all the efficiency and promptness that is required. Our staff members hold various industry specific qualifications such as CPM, RPA, CPA, LEED and chartered accountants.

The Divaris team has a consistent track record of providing effective, top-quality service and is committed to the highest standards of ethics and integrity, thereby providing the highest level of service to its clients. Its mission is to meet or exceed its clients' goals and objectives, to provide quality service in a professionally managed environment, and to enhance the value of the property through good management practices. We understand that the range and level of services are vital to the owner's mission. Consequently, the continuity of quality services must be maintained, at utmost proficiency and without interruption, throughout the entire term of the assignment.

**Specializing in retail,
mixed-use, office, industrial,
hospitality and special
purpose properties.**





Divaris Real Estate comprises one of the largest and most highly regarded full-service commercial real estate firms on the Eastern seaboard of the United States. Founded in 1974 in South Africa and relocated to Virginia in 1981, Divaris maintains offices in Virginia, Washington DC, North Carolina, South Carolina, California, and with satellite and affiliated offices in multiple states. Divaris obtained the Accredited Management Organization (AMO) designation from the Institute of Real Estate Management (IREM) in November 1996. Their current portfolio of managed and leased properties is approximately 31.6 million square feet of prime retail, mixed-use, office and industrial commercial property.



Property Management Services

Professional property management requires a level of service that is highly responsive, innovative, creative and sensitive to the individual needs, financial goals and objectives of each owner. Unlike traditional management firms, Divaris specializes in property management services tailored to meet the operational and occupancy requirements of our owners' properties. In doing so, we apply the talents of our management specialists who understand client needs and are dedicated to preserving and enhancing the value, functionality, and usefulness of an asset.

We are proud to be among the elite group of firms that have earned the prestigious AMO designation, which demonstrates our commitment to the highest standards of ethics and integrity and shows that we are willing to take the extra step required to ensure that your investment receives the highest level of service.

What makes Divaris Property Management different?



We aim to maximize revenue.

We do this through specialized lease administration and cost control methods that save you operational expenses and bolster your bottom line.



We excel in properties of all types and sizes.

Retail, mixed-use, office, industrial, hospitality and special purpose - our largest property under management is over 2 million square feet, and the smallest is less than 10,000 square feet. They are given the same professional service across the board.



We retain our business partners.

The proof is in our relationships - our clients usually stay with us for much longer than the industry average retention time.

Divaris is Full-Service

In addition to our property management services, we offer a number of additional capabilities beyond those which most other management firms provide.

Our in-house marketing team has expertise in the various facets of marketing, including branding, digital marketing, social media, events, advertising, websites, search engine marketing, content marketing and more. Instrumental to their success is the research team, which relies on a bevy of cutting edge sources and techniques to ensure that the message hits the intended target at the lowest possible cost per view. Together, they have created a track record of ongoing success and added value for their clients.

In addition, we have a dedicated in-house project management division, which provides our clients with a number of creative solutions to transform their vision into a feasible & functional asset. We also offer clients a full range of construction management and owner's representative services.

The wide range of other commercial real estate services Divaris offers include:

- Landlord representation
- Tenant representation
- Investment sales & acquisitions
- Land sales
- Development
- Strategic repositioning
- Repurposing / renovation
- Consulting



Digital Marketing

Use electronic devices to convey promotional messaging and measure its impact through the customer journey.



Event Management

Foot traffic is one of the most important measures when it comes to running a brick-and-mortar store. One of the best ways to increase foot traffic is to host community events. More traffic means more opportunities for sales and customer engagement which, in turn, leads to higher revenues.



Project Management

Our in-house team provides budgeting, proforma analysis, contractor selection, construction monitoring, turnover coordination, close-out management and more.

Featured Projects



Town Center of Virginia Beach Virginia Beach, Virginia

Town Center is in the heart of Virginia Beach's Central Business District.

The prestigious Town Center of Virginia Beach consists of over 500,000 SF of retail, 1,00,000 SF of office, 150,000 SF of entertainment, 1,100+ residential units and over 5,000 parking garage spaces in a 36-acre, 17-city block area. Located in the heart of the Central Business District of Virginia Beach, Town Center requires a great amount of coordination with the City of Virginia Beach.

Village at Valley Forge King of Prussia, Pennsylvania

A flagship mixed-use development in King of Prussia.

One of the most interesting and challenging projects is The Village at Valley Forge Association which has been a part of our management portfolio since its inception in 2010. The Association infrastructure consists of 7.29 acres of roadways and 13.02 acres of ponds, catch basins, and a gravity drain field. There are 21 individual property owners.





Norfolk, Virginia
McKinnon Tower

McKinnon Tower is a 300,000 SF, 21-story, Class A office building located in Downtown Norfolk. 900 people occupy the building, which will be shared by CHKD and TowneBank.



McLean, Virginia
ParkCrest

Park*Crest is a mixed-use project spanning 14 acres located in McLean, Virginia with 4 individual owners. It has been a part of our portfolio since January 2021.



Delray Beach, Florida
Delray Beach Plaza

Delray Beach Plaza is a high-traffic retail center with 87,000 square feet of rentable space located off Linton Boulevard in the popular Delray Beach area.



Hampton, VA
Fort Monroe

Designated as a National Monument in 2011, this project houses a myriad of historic buildings consisting of over 1,000,000 SF of commercial space.



Norfolk, VA
World Trade Center

The World Trade Center has a landmark address overlooking the Elizabeth River and Town Point Park. It is a nine-story office building featuring nearly 400,000 SF of Class A space.

Our Team

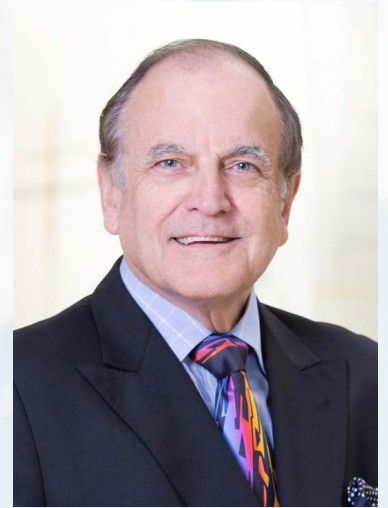
Our wealth of experience is your advantage.

We believe that our people and their vision for the success of our clients is the single greatest asset that we can offer. Our directors, agents and property managers come from a wide variety of disciplines in the commercial real estate world, with a combined skill set that allows us to navigate this multifaceted industry with both agility and efficiency. As our client, this vast collection of industry knowledge will become your resource, allowing us to help you realize your commercial property goals and beyond.



Gerald Divaris
Chairman & CEO

Gerald heads up Divaris Real Estate's Retail Leasing Division and Development Services Division, nationally. Also, he is the a founder of and sits on the board of Realty Resources,, a nationwide network of brokers specializing in retail real estate.



Michael Divaris, SIOR
President

Michael Divaris heads up the Office Leasing and Investment Sales Divisions and is responsible for the firm's Property Management Group. He serves as Vice Chairman of The CORE Network, a national group of over 20 commercial real estate companies.



Tony Divaris
Chief Operating Officer

Tony oversees Divaris Real Estate's strategic planning, operational management, and business development. With a proven track record of implementing effective processes, Tony has been instrumental in scaling businesses and achieving operational excellence. He is a member of the board of the CBDX Association.



David Sutliff
Chief Financial Officer

David is dedicated to driving financial excellence and strategic growth through innovative financial strategy and capital optimization. David brings a wealth of experience to Divaris, having served in an advisory role for the company for over 12 years prior to officially becoming part of the company.



Patricia Kelly
Senior VP PM Services

Patricia is responsible for oversight of all property management activities involving our portfolio of office, retail, mixed-use, and industrial properties, which total over 14 million square feet in fourteen states.



Kristina Townsend
Director of Strategic Planning & Development

Kristina is responsible for business development and works with senior management to direct the design, planning and implementation of corporate goals and objectives.



Darlene Crick
VP Property Management Operations

Darlene oversees the operational aspects of Divaris Property Management Corp. while working alongside Property Management Services, Business Development and Strategy.



Beth Buchert
Director of Lease Admin

Beth has served as Director of Lease Administration for Divaris Property Management Corp since 1998. She manages all aspects of Lease Administration, including reconciliations, lease abstracts and account management.



Chris Taylor, CPA
Director of Accounting

Chris Taylor has over 35 years experience in real estate accounting. As Director of Accounting for Divaris Real Estate, Inc., she oversees both property management and corporate accounting.

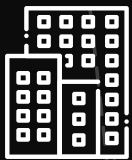


Walt Michalczyk
Director of Maintenance & Engineering

With over 30 years of experience, Walt Michalczyk's responsibilities include the oversight of daily engineering operations as well as the supervision of the allocated staff for our portfolio of properties.

Our Reach

Our portfolio consists of office, retail, mixed-use, industrial and specialty located throughout the United States, with the largest concentration spanning from Maryland through South Carolina.



211
PROPERTIES
MANAGED



15,541,923
SQUARE FEET
MANAGED



322
PROPERTIES
FOR SALE/
LEASE



26,234,328
SQUARE FEET
FOR LEASE



Our Clients

Divaris Real Estate works with a wide variety of institutional as well as local and regional property owners. Selected clients are listed below.



























CALIFORNIA

PO Box 180729
Coronado, CA 92178
619.537.0377

MARYLAND

9881 Broken Land Parkway, Suite 300
Columbia, MD 21046
410.290.1110

100 West Road, Suite 505
Baltimore, MD 21204
410.321.0100

2273 Research Blvd, Suite 150
Rockville, MD 20850
301.222.0200

NORTH CAROLINA

2907 Providence Road, Suite 302
Charlotte, NC 28211
704.442.1988

2000 Regency Parkway, Suite 335
Cary, NC 27518
757.333.4374

PO Box 3344
Pinehurst, NC 28374
910.758.0098

SOUTH CAROLINA

595 King Street
Charleston, SC 29403
704.562.9702

VIRGINIA

4525 Main Street, Suite 900
Virginia Beach, VA 23462
757.497.2113

200 South 10th Street, Suite 1010
Richmond, VA 23219
804.643.4700

8150 Leesburg Pike, Suite 501
Tysons, VA 22182
571.389.7362

8065 Leesburg Pike, Suite 700
Tysons, VA 22182
703.268.2700

66 Ingalls Road
Newport News, VA 23651
757.873.4700

21 Enterprise Parkway
Hampton, VA 23666
757.873.4700

2772 Electric Road, Suite 2
Roanoke, VA 24018
540.266.3970

WASHINGTON, DC

1130 Connecticut Ave, NW, Suite 600
Washington, DC 20036
202.375.7500

 REALTY
RESOURCES

The

Network

**Contact Us**

Questions? Please get in touch with us to explore how Divaris Real Estate can improve your property management.