

Solutions

**Northwestern
Mutual Life®**



Allentown/Bethlehem, Pennsylvania

Client: The Northwestern Mutual Life Portfolio

Challenge:

New asset manager required a full service, institutionally driven management company to stabilize and enhance a major asset portfolio, that had experienced occupancy problems and tenant dissatisfaction rising from poor prior management philosophy.

Services:

Utilizing the close working relationship between management and marketing teams, we addressed the needs of existing tenants to ensure that no further tenants were lost. Marketing the strong points of the properties, achieved greater occupancy at premium rental rates.

Results:

Occupancy increased from a low of 66% to 87%.

- *Tenant Representation*
- *Construction Management*
- *Leasing*
- *Acquisition*

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