



**TETRA**

Celebrating 31 years.



**Property Management Services**

Integrity & Experience. Endless Possibilities.

## Property Management Expertise

Tetra Partners has specialized in property management from its very founding in 1978. No one knows office and retail condos better than its team of management, construction and leasing professionals.

“Our overriding goal is to deliver efficient and seamless day-to-day property management,” states Bill Lauer, President and Founder of Tetra Partners. “We have an advantage in this competitive property

management industry because we are also developers. We are able to use that planning, construction and financial expertise to anticipate and preempt problems and build equity for our clients.”



Tetra’s professional and timely property management services help to ensure high levels of occupancy and steady income. They may include:

- **Sound budget projections**  
Years of building budgets means that Tetra has a realistic grasp on costs, and they have never had to impose special assessments to cover improvements.
- **Day-to-day property management**  
Tetra routinely manages more than a dozen projects including regular property inspections and evaluations (see list).
- **Tenant improvements and construction**  
Because Tetra is also a developer and builder, it knows what is involved and how much it will cost.
- **Supervision of on-site contractors**  
Years of experience gives Tetra’s team the expertise to know how to avoid disruptions to tenants and visitors and to ensure that work is professional and within budget.
- **Marketing, leasing, and sales**  
Tetra’s sales team sold or leased more than \$50,000,000 in 2007 alone.
- **Assistance with condo resales**  
Tetra offers advice resulting from 30 years of sales expertise. More important, their continuous attention to all property management issues maintains value and builds equity.

*All properties shown developed, managed or sold by Tetra Partners.*

# The Tetra Property Management Team

The Tetra team currently manages more than one million square feet of commercial condos, mixed-use, retail, warehouse and a land association.

Thirty years of property management experience, detailed knowledge of the area,

and long standing relationships with reliable vendors assures that the work gets done professionally, within budget, and as scheduled. And, along with an on-going competitive bidding process, these relationships with vendors also ensure

excellent prices and superior results.

This team understands what is needed for efficient maintenance and improvements—for long term value as well as short-term convenience and a reasonable cost.

*You will always deal with a principal of our management team, unlike other property management companies.*



**Bill Lauer**  
*President*

Founder of TETRA, Bill has been a real estate developer and marketing specialist for nearly 40 years. His real estate expertise spans many areas including brokerage, joint ventures, commercial and residential development, consulting and property management.

*bill@tetrapartners.com*  
703-796-1800 x104



**Andy Lauer**  
*Vice President*

Andy has been with Tetra Partners since 1998 and serves as the firm's principal broker. He is actively involved in the firm's brokerage, commercial development and residential land activities and oversees the religious organization division.

*andy@tetrapartners.com*  
703-796-1800 x101



**Diane Phillips**  
*Assistant Property Manager*

Diane is responsible for the oversight of many of Tetra's completed projects and maintains accounts for the properties.

*diane@tetrapartners.com*  
703-796-1800 x114



**Joe Cook**  
*Assistant Facilities Manager*

With more than 6 years of experience as an electrician, Joe is the newest member of the management team.

*joe@tetrapartners.com*  
703-796-1800



**Elvin Capestany**  
*Property Manager*

Elvin oversees Tetra's property management operations. He brings extensive experience in the service industry to his role, including a position with a mortgage company.

*elvin@tetrapartners.com*  
703-796-1800 x115



**Jim Cook**  
*Facilities Manager*

Jim is responsible for maintenance and preventive maintenance of Tetra's building systems. Jim is a Virginia State Master Electrician and has more than 26 years of experience.

*jim@tetrapartners.com*  
703-796-1800



**Barbara Pastva**  
*Administrator*

The backbone of the TETRA offices, Barbara manages, directs, and controls administrative processes including cost containment.

*barbara@tetrapartners.com*  
703-796-1800 x100

# Office, medical, retail and warehouse condos managed, owned, developed and marketed by Tetra Partners.



## About Tetra Partners

Tetra Partners develops, owns, and manages commercial real estate in the Washington DC region. Full service capabilities include property management, sales and leasing for commercial properties, land brokerage, helping banks and other companies with non-performing assets, marketing, real estate consulting, and development of mixed-use, build-to-suit, office, shopping centers, condos, and flex/industrial properties. Tetra has brokered over two billion dollars in transactions on behalf of its clients. A family-owned company, Tetra is celebrating its 31th anniversary this year.

**For more information on Tetra Partners, visit [tetrapartners.com](http://tetrapartners.com)**

**For more information on Tetra's property management services, please call or email.**

### Bill Lauer

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### Andy Lauer

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*est. 1978*

# Projects Managed by Tetra

## Retail

**Clocktower on Seven**  
46950 Community Plaza, Sterling VA 20164  
123,000 sf

**Leesburg Commerce Center**  
Retail & Office  
Leesburg, VA  
64,400 sf

**Sunrise Valley Convenience Center**  
Retail & Office  
Reston, VA  
22,300 sf

## Mixed-Use

**Broadlands Retail Center**  
Mixed Use  
Ashburn, VA  
30,800 sf

**Leesburg Commerce Center**  
Retail & Office  
Leesburg, VA  
64,400 sf

**Sunrise Valley Convenience Center**  
Retail & Office  
Reston, VA  
22,300 sf

## Land-lake association management

**West Lake Commercial Owners Association**  
Lake, pathways, common areas  
Potomac Falls, VA

## Warehouse

**Leesburg Business Park**  
Leesburg, VA  
58,200 sf

## Office/medical

**8230 Boone Boulevard**  
Vienna, VA  
60,600 sf

**Fairways Executive Center**  
Reston, VA  
63,300 sf

**11351 Random Hills Road**  
Fairfax, VA  
94,200 sf

**The Professional Center at Beaumeade**  
Ashburn, VA  
63,700 sf

**Fairway Executive Center**  
Reston, VA  
63,300 sf

**Lansdowne Executive Center**  
Leesburg, VA  
94,200 sf

**Potomac Falls Commerce Center**  
Potomac Falls, VA  
51,700 sf

**Potomac Falls Professional Center**  
Potomac Falls, VA  
159,600 sf

**Reston/Herndon Office Center**  
Herndon, VA  
86,400 sf

**South Riding Professional Center**  
South Riding, VA  
59,100 sf

**University Professional Center**  
Ashburn VA 20147  
87,300 sf

**Waples Mill Office Condominiums**  
Fairfax, VA  
31,500 sf