



TETRA

Celebrating 31 years.



TETRA Land & Asset Services
Integrity & Experience. Endless Possibilities.

Need to find realistic solutions for the distressed properties in your portfolio?

TETRA has a results-oriented real estate team in place with the expertise to do whatever is necessary to find the solutions to meet the objectives of distressed properties...

...Whatever the status of a non-performing asset, TETRA has a solution.

It might be a joint venture/build-to-suit, land brokerage, property management – or a sale, with market/financial analysis, valuation, entitlements, market-

ing, construction, construction management, and/or contract negotiations involved in the process. Whatever needs to be done, TETRA can do it.

The commitment to results, integrity, knowledge, and innovation that have

been the driving force behind TETRA's success and reputation over the last three decades will be strategically and energetically focused to help your organization meet the goals for your distressed properties and succeed.



TETRA Partners headquarters, Reston, VA

THE TETRA TEAM HAS A LONG AND PROVEN TRACK RECORD FOR DEVISING & IMPLEMENTING INNOVATIVE & SUCCESSFUL REAL ESTATE SOLUTIONS – WHATEVER IT TAKES.

CALL BILL OR MAC TO FIND OUT HOW TETRA CAN HELP YOU.

TETRA's Track Record of Success

TETRA boasts 31 years of innovation and experience in all facets of real estate.

It's core business was land brokerage when it began in 1978, and it has since expanded into a full-service real estate and development company. See services on right page.

"As a privately held organization, TETRA differentiates itself through its ability to be entrepreneurial and imaginative in evaluating opportunities and devising solutions", says Bill Lauer, president and founder of the company.

TETRA has thrived through numerous downturns to become a recognized

authority on real estate matters and one of the largest developers of commercial condominiums in Northern Virginia.

It has brokered more than two billion dollars in transactions on behalf of clients, and currently has more than two million square feet of office, retail and residential properties under management and development.

As active members and leaders of real estate industry associations, TETRA principals have cultivated many long-standing relationships with other leaders and people in the industry during the past nearly 40 years.

Some people say that the TETRA principals have become the "Go-To People" when one wants to know who's who and what's happening in the industry.

Previous transactions for banks and other companies total two billion dollars for all types of uses including offices, warehouses, shopping centers, homes, developed land, and land with zoning. This included a large project for Riggs Bank to broker 834 acres for Heritage Hunt in Gainesville, VA. This mixed community with both residential and commercial is one of the most successful age-restricted communities in the country.

TETRA Services

TETRA's seasoned team of professionals are experienced in all facets of real estate including:

Land Acquisition & Sales – TETRA's Land & Assets division is designed to meet the emerging needs of commercial and residential markets. The TETRA team works closely with large and small builders to realistically identify, analyze, secure entitlements, negotiate and market attractive land development opportunities currently and in the future.

Commercial Brokerage – For more than 31 years TETRA has represented the interests of clients, combining sophisticated market research capacities with the expertise of skilled professionals and exceptional market knowledge to manage the relocation, expansion and consolidation of office, mixed-use retail, industrial, religious, and flex space.

Joint Venture/Build-To-Suit – TETRA offers a build-to-suit or joint venture approach to projects that reflect their client's corporate image. It offers the option of maintaining ownership or taking a property management role. The goal is to exceed all expectations through controls and processes.

Development and Construction Management – Distinctive architecture, high quality materials and construction, and award-winning buildings are a hallmark of TETRA's development projects. TETRA's portfolio includes Class A mid-rise office buildings, office condominiums, mixed-use retail and office properties, industrial, and luxury high-rise condominiums.

Retail - TETRA's retail division has years of expertise in shopping center leasing and property management, retail sales, retail tenant representation, and restaurant and franchise consulting.

Property Management – Since its first development, TETRA has offered expert local management services for its projects. "Prompt", "courteous" and "dependable" have been adjectives used to describe the com-

The TETRA Team



Bill Lauer
President & Founder

A native Washingtonian, Mr. Lauer has been a real estate developer for more than 38 years. Known for his integrity and creativity, Mr. Lauer's expertise spans many areas including brokerage, consulting, joint ventures, commercial and residential development, and property management.

Mr. Lauer is involved in many philanthropic activities and plays an active role in industry trade associations. He has received extensive recognition and awards for his involvement in shaping the development community.

Andy Lauer, Vice President – serves as TETRA's principal broker.

Kim Lauer, Vice President – responsibilities include brokerage and management of upcoming projects.

Chris Pamboukian, Vice President for Retail – manages all retail properties.

Elvin Capestany, Property Manager – oversees TETRA's property management operations.

pany's approach to property management services and are consistent with a philosophy of delivering long-term value to tenants, owners and investors.

Market and Financial Analysis – TETRA has assessed many hundreds of properties to determine profitability, viability and stability.

Valuation – In this real estate market where values are continually in flux, TETRA principals are skilled at pricing to maximize value for our clients.

Entitlements – Zoning, rezoning, variances, use permits, and road, utility and landscaping approvals for maximum



Mac Holt
Vice President

Mac Holt's more than 30 years in land sales and acquisition include extensive experience in product development, contract negotiations, and marketing.

As president of Mac Holt & Associates, he has consulted with national and local builders for the past 8 years. Mr. Holt was Partner of Trammel Crow Residential Construction in Virginia and Maryland for more than 9 years, and also served as land acquisitions manager for Centex Homes and Pulte Home Corporation.

Jim Cook, Facilities Manager – maintains TETRA's building systems.

Diane Phillips, Assistant Property Manager – responsible for oversight and accounts of completed projects.

Joe Cook, Assistant Facilities Manager – maintains TETRA's building systems.

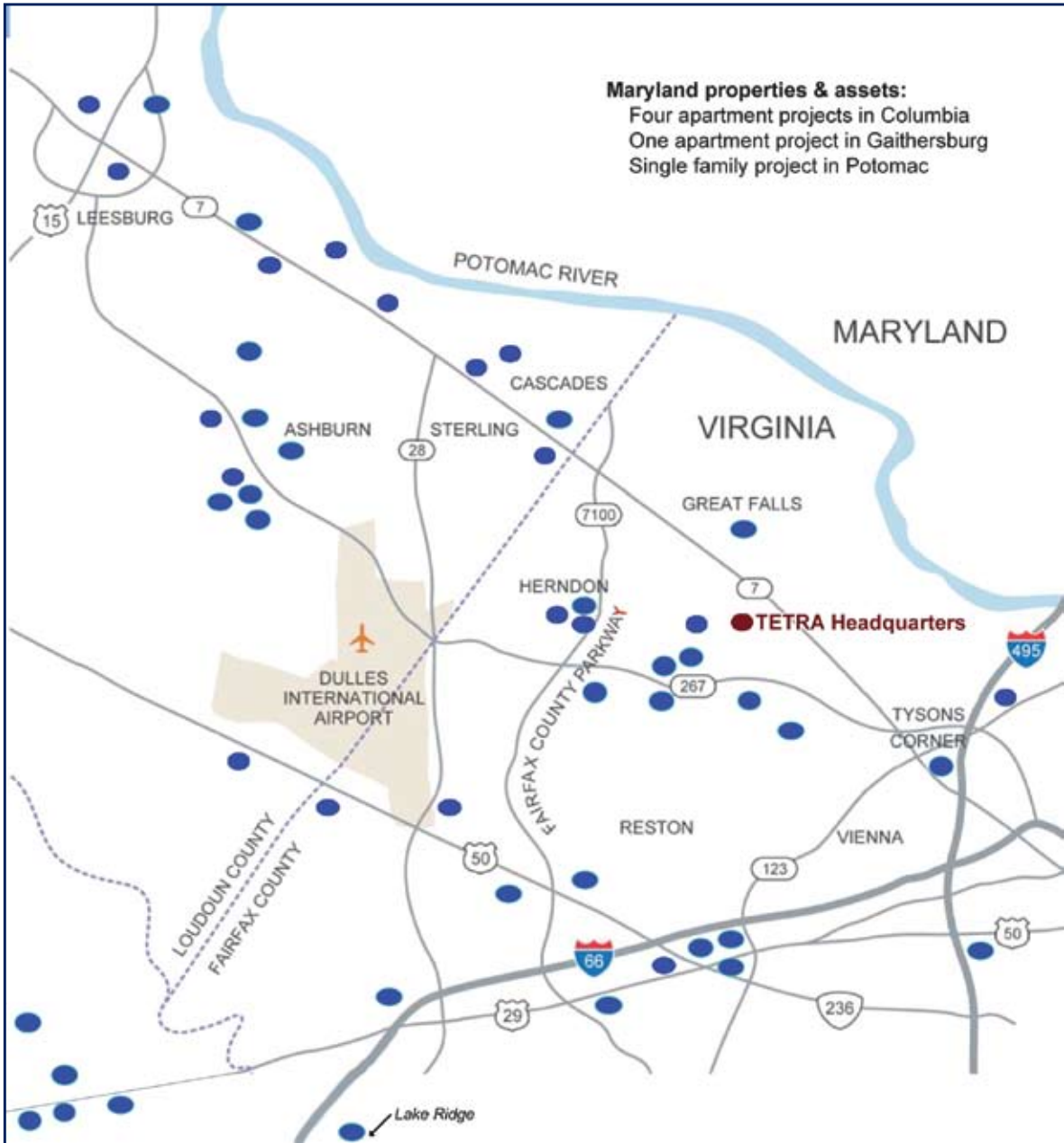
Barbara Pastva, Administrator – manages, directs and controls administrative processes.

development potential are a speciality of TETRA.

Contract Negotiations – TETRA principals have nearly 40 years of negotiations under their belt.

Marketing – Marketing professionals on the team determine the most effective and cost efficient way to reach project goals – including strategically integrating offline efforts (advertising, brochures, branding, signage, public relations) with online resources (websites, e-bursts, news releases, search engine tools, and social media such as blogs, wikis, LinkedIn, Facebook, Twitter, and more).

Property and assets sold and marketed by **TETRA Land & Asset Services**



For more information on TETRA Land & Asset Services, please call or email.



TETRA

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