

WELCOME HOME



First Realty
Management





You're in **good hands:**
we put your property first.





WE LIVE IN TIMES of unprecedented demands on our schedules, finances, relationships. More than ever, people are discovering that the place they call home is vitally important in striking a balance. The daily rigors of life bring new meaning and value to the old expression that “home is where the heart is.” Home is the place where safety, serenity, and happiness define the way life should be.

SERVING THE DIVERSE NEEDS OF:

- Developers
- Property owners
- Condominium trustees
- Non-profit board members
- Housing agencies

When you choose professional management, you should expect that your property is in good hands. Creating and maintaining a high quality of life in balance with your fiscal goals requires experienced and responsive service. These responsibilities are all hallmarks of property management that define the way we think—and the things we do—at First Realty Management. That’s why we are and always have been first.

THERE IS A REASON WE ARE FIRST.

- First Realty has earned its reputation as an innovator throughout its more than 40 years in the industry. We pioneered concepts that are now a mainstay in all types of residential communities, from world-class condominium homes to luxury, conventional market, mixed income, or tax credit apartments.
- First Realty was the first company to propose tax shelter incentives and a nationally-distributed model agreement between developers and limited partner investors that is still the basis for many real estate partnerships today.
- First Realty’s founder chaired the Bar Association Committee that drafted Massachusetts’ first condominium law. We managed one of the first major condominium conversions in Massachusetts, and managed and marketed one of the largest and most successful conversions in Boston, at Tremont-on-the Common.
- First Realty’s nationally recognized resident services have won several regional and national awards in industry-sponsored competitions to promote the highest standards in professional property management.



Creating **great communities:** delivering excellent property management across a broad range of needs.

HOUSING COMES in many different forms. First Realty Management has unparalleled expertise and experience in the broadest range of properties—from affordable housing, where we have a history of leadership and innovation, to luxury housing, where we have redefined the meaning and value of premium living, and to every strata of housing in between.

**“I wouldn’t want to live
anywhere else.”**

— Resident, First Realty apartment
community, East Boston

We are able to work across a wide range of conditions because we share with our clients, fundamental principles about the meaning and value of “quality-of-life.” We believe that property should be managed to optimize the living experience in balance with fiscal goals. Developers, housing and community officials, neighbors, homeowners and residents should all be focused on defining the very best community conceivable—and property management should support their goals and never get in their way. The bottom line is that we manage property so that you don’t have to. We are first because we put *you* first.



THE WISDOM AND EXPERIENCE YOU NEED

- Honored with the prestigious ACCREDITED MANAGEMENT ORGANIZATION® designation from the Institute of Real Estate Management.
- Broad in-house resources available to every on site manager, including construction specialists, central purchasing, marketing & communications, human resources, risk management, and financial and technical professionals.
- Commitment to professional training helps to ensure that all employees are both experienced and well-qualified to address your needs.
- Senior staff include past presidents of the Institute of Real Estate Management, the Community Associations Institute, the Rental Housing Association (RHA) of the Greater Boston Real Estate Board, and the National Affordable Housing Management Association.
- Experience managing every type of residential property, from high-rises to brownstones, from townhouses to mid-rises and garden developments, from new construction to historic rehabilitations, from world class condominium associations to military and tax credit rental housing.
- Over 40 years experience honoring commitments to property owners, residents, employees, board members, regulatory agencies and financial institutions.
- Purchasing strength to support both the development and operating phases of properties. With thousands of units in New England, our volume buying power allows us to negotiate significant savings on capital equipment and everyday supplies.
- Significant experience advising developers and working with owners on new construction or renovations.



People first:

the right people in the right place
at the right time.

FIRST REALTY MANAGEMENT has a dedicated team with skills that range from overseeing meticulous landscaping and maintenance programs, to major capital improvements, to accounting/bookkeeping/financial controls, to resident services, to strategic property planning and management. Our team is perfectly positioned to serve the needs of housing communities and people from all walks of life. We know what it takes to manage a property for superior results. Many of our staff actually live in the properties we manage—a testament to their commitment and first hand knowledge, not only as part of a property management team, but as residents and owners, too.



PROFESSIONAL AFFILIATIONS INCLUDE:

Accredited Management Organization (AMO) from the Institute of Real Estate Management (IREM)

Rental Housing Association (RHA)

Greater Boston Real Estate Board (GBREB)

Institute of Real Estate Management (IREM)

Builders Association of Greater Boston (BAGB)

Community Associations Institute (CAI)

Citizens' Housing and Planning Association (CHAPA)

National Affordable Housing Management Association (NAHMA)

Association for Resident Controlled Housing (ARCH)

New England Affordable Housing Management Association (NEAHMA)

National Apartment Association (NAA)

New England Resident Services Corp. (NERSC)

Our team is focused on high performance and optimal value to meet a diverse set of needs. We work for property owners, residents, housing agencies, developers and non-profit boards. Sometimes, it may seem that the goals of these different interests are far afield. But with so many years of our collective experience at work, we have come to believe that many of these interests are closely aligned—everyone simply wants the best value for the investment in his or her property. And we deliver that value—every day.

“I have a great deal of confidence in the entire management team—they often go above and beyond the call.”

— Condominium Trustee,
Hingham, Massachusetts

Residents and owners should not have to worry about maintenance issues. First Realty staff are always quick to respond as though it were their own home. No matter what role you play in the community, your priorities always come first. A well-managed community means property owners and residents can focus on things that really matter—enjoying time with family, friends, and neighbors, and making an apartment a home. And rather than attend to the overwhelming details, property owners can trust that our proven management practices will provide them a maximum return on investment.

An investment in property management is an investment in human capital. And that is why we put people first.



“We tell everyone
to call you first!”

— Board member, First Realty
managed condominium



Your property management solution.

There is a big difference between a house and a home. The first is the building where you reside, the latter is the safety, serenity, and happiness that defines what it feels like to “be home”. For an apartment or condominium to become a home, it takes an experienced, responsible and responsive management team that is sensitive to detail, comfort, and quality of life.

Contact First Realty Management to learn how your property can be transformed to achieve its highest potential. Call us at 617.423.7000 or visit our web site at www.firstrealtygmt.com.

RECENT AWARDS AND ACCOLADES

- Three condominiums managed for developers by First Realty have been honored with multiple Prism Awards from the Greater Boston Builders Association, including Best Single Family Community, Best Single Family Design over \$1 million, Best Marketing Campaign and Best Advertising.
- The company is a five-time regional winner, and two-time national winner in the (NAHMA) Community of Quality competition.
 - Seven First Realty property managers have won the (NEAHMA) National Affordable Housing Professional of the Year award.
- The Rental Housing Association (RHA) of the Greater Boston Real Estate Board honored a First Realty community in East Boston with its prestigious Community Excellence Award.
 - Four First Realty communities were named to HUD’s list of the top performing 3 percent of its properties nationwide.
- The company attracted international interest when the Swedish National Energy Administration sent a group of engineers and architects to study the successful energy efficiency improvements First Realty pioneered at a townhouse community in Brockton, Massachusetts.





First Realty
Management

YOUR PROPERTY MANAGEMENT SOLUTION.

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