

## Belmark Fee Building

In today's market, it has become increasingly difficult for banks and landowners to manage and sell real estate. With strict lending requirements and a scarcity of cash, the number of viable buyers has been significantly reduced. Here at Belmark, we recognize that while selling assets may be a landowner's number one priority, alternative solutions can help achieve the desired results faster. Belmark can help land owners transform their challenged assets into products that can attract a larger market, and create stability for the seller. The stability that Belmark creates takes away the unknown variables including hidden costs, construction defects, timing issues, entitlement issues, and many other concerns that may cause a seller to make a heavily discounted offer. This uncertainty has been most prevalent in unfinished plats, vandalized houses, or preliminary plats that do not have proper easements. **We feel in today's market buyers that are willing to purchase want to limit their risk as much as possible. It is our goal at Belmark to help reduce that risk.**

Belmark has been building in Snohomish County for over 30 years. As a builder/developer, Belmark has the experience and knowledge to take a project from raw land to a finished home. Beyond construction and development, the Belmark Team also manages sales, marketing, buyer relations, and warranty. We are currently building single family homes and townhomes in several communities throughout Snohomish County. We are also working with banks and property owners to help them realize their goals.

In our Fee Building Program, we offer five levels of service. We feel that we could be very useful in assisting with properties located in King, Snohomish, and Pierce County. The following is an overview of the services we offer:

### **Finished Lots**

Belmark has a complete building program to assist landowners with finished lots that they want to bring to market (See level of service functions listed below).

### **Partially Completed Lots**

With all of the unknowns in developing land, projects can become much more attractive if you can alleviate the uncertainty. Belmark can manage the development of partially completed lots in order to create a product that can generate options for landowners.

### **Engineering Approved Projects**

With engineering approved projects, we can manage construction and create a product that is ready for market.

### **Preliminary Approved Projects**

With preliminary approved projects, we can evaluate the property and determine the best use before moving forward.

### **Partially Completed and Damaged Properties**

We know that many landowners have diverse assets that may require very specific services. Belmark has experience in helping owners resolve issues that can be detrimental to the sale of a property including vandalism, tenant issues, and partially completed new construction.

Belmark can perform the following functions depending on the level of service that is required for each property:

- Property Evaluation and Cost Analysis
- Market and Competition Analysis
- Project Redesign
- Permitting and Entitlement
- Construction Bidding and Analysis
- Construction Management of Site Development
- Building Plan Design
- Building Plan Bidding and Analysis
- Feature Selection
- Permit Coordination
- Construction Scheduling
- On-site Construction Management
- Financial Management and Reporting
- Sales and Marketing Management
- Buyer Relationship Management
- Home Warranty
- Project Restoration and Completion
- Vandalism Repair
- Utility Management
- Alleviating Tenant Issues

### **Recent Projects**

**Sterling Savings Bank-** Completion of 24 homes in 6 communities in Snohomish and King County. Our client had homes in various stages of construction. Some had been sitting for several months without drywall. Some had been vandalized and needed only minor repairs to bring to market. Belmark evaluated the project, provided cost estimates, established schedules, and presented a solution to the client. Belmark completed all of the homes on time and under budget. Most of these communities had sales within weeks of completion.

**Harvey R. Jubie-** A client in Marysville with two single family lots who was looking to generate rental income. Belmark performed a property analysis and determined that we could create a product that would meet our client's needs. We are currently building two homes, and have provided the client with a proposal to manage the properties as rentals.

Our mission at Belmark is to transform properties and help motivated owners to achieve their ultimate goal, selling real estate. We look forward to working with you.