



MANAGEMENT • BROKERAGE • RECEIVERSHIPS • ADVISORY SERVICES





Corporate Profile

Tiarna Real Estate Services is a comprehensive commercial real estate firm serving landlords in California and Colorado. Tiarna was founded in 2000 by a close-knit group of industry veterans who share a common vision of superior client service. Today we manage over 16 million square feet of real estate for institutional and individual clients.

Advantage

Tiarna's founders are actively involved in the daily activities of our client's investments and provide an unparalleled level of service. Our truly integrated team approach allows our leadership, property managers, accountants, and assistants to deliver the best in class service to our clients. Our clients have access to any of our team members at all times. Our ability to attract and retain great employees results in superior property value creation and exceptional client satisfaction.

Real Estate Management

Tiarna's management expertise encompasses a diverse portfolio of high-rise office buildings, industrial properties, retail centers, and medical office buildings. Our property managers have an average of 22 years of experience in the industry and most hold or are working towards their Certified Property Manager (CPM®) or Certified Shopping Center Manager (CSM®) designation. Tiarna's founder is a senior instructor for the Institute of Real Estate Management (IREM®). Tiarna's property managers are fully supported by an exceptional team of assistants, building engineers, and a full service accounting department under the supervision of a CPA. We are capable of handling large-scale institutional portfolios, yet flexible enough to meet the specific needs of a private, single-building owner.





Leasing & Investment Sales

Tiarna's team members specialize in leasing, brokerage and investment advisory services. Our teams of professionals develop strategies and comprehensive positioning programs to maximize the value of our client's real estate. Our 75 years of combined experience on office, medical office, industrial and retail transactions provides our clients with the benefit of attaining a market transaction that fits within the operations of a given asset, both mechanically and financially.

Advisory Services / Due Diligence

Tiarna advises landlords throughout the life-cycle of an investment. During the acquisition phase, we research the market, provide investment underwriting analysis, and perform comprehensive due diligence. During the ownership phase, we advise our clients on value creation through traditional management and brokerage services. During the disposition phase, we advise on investment yield objectives and sales marketing strategies.

Construction Management

Tiarna's comprehensive approach to every project is delivered by seasoned veterans with a solid background in construction management and contract negotiations. Tiarna's approach is to improve the value of our client's real estate investments through a clear and defined scope of work, cost control, quality assurance, and meeting tight completion deadlines. Our years of experience in construction administration allow our clients to draw upon a vast array of services and expertise such as site assessment, due diligence, tenant improvements, building renovations, work letter negotiations, roof, and mechanical plant replacement.

Receivership Services

Receivership services provide impartial third-party control of the real estate and personal property to prevent waste and safeguard value for lenders. Having been appointed by the Superior Court as a Receiver on over 100 cases, Thomas McAndrews, President/CEO of Tiarna, has the expertise and experience to assist lenders in this critical area.





Full Service Accounting

Tiarna's Accounting Department is located in the company's Irvine office providing our clients with easy access to our CPAs and Senior Accountants. Tiarna's managers and accountants work side by side creating a truly integrated team that creates efficiencies and ensures consistency and accuracy for our clients.

Tiarna's extensive experience includes a broad range of internal and web based accounting platforms for institutional clients, corporations, developers, REITs, family trusts and individuals. Tiarna's knowledge and experience includes the following platforms:

MRI®	Yardi®	CTI®
Karden®	Timberline®	Asset Eye®
Argus®		

Financial Reports

All financial reporting activity is consolidated on a monthly basis. Financial reports are delivered to our clients each month, bound with the table of contents that identifies the activities of the previous month. Variances between actual and budget numbers are identified and explained through detailed narrative. Ongoing operations such as capital improvements, leasing activities or possible litigation are identified for reference and status purposes.

Annual Budgets

On or before November 1st of every calendar year, our clients receive an annual budget that identifies the projected operations, capital expenditures and leasing activity for each asset. This budget identifies detailed explanations for all sources of income, operating expenses, capital expenditures, and owner expenditures for the coming calendar year. This plan is submitted in person by Tiarna's Project Team for detailed review with our client. A final budget is bound and distributed in hard copy along with an electronic version with key tabs for easy access to project data.





CORPORATE LOCATIONS

Corporate Office

2603 Main Street
Suite 210
Irvine, CA 92614
949.833.8334

Los Angeles Regional Office

6345 N. Balboa Boulevard
Suite 280
Encino, CA 91316
818.817.0550

Inland Empire Office

451 E. Vanderbilt Way
Suite 200
San Bernardino, CA 92408
909.381.7939

Colorado Regional Office

PO BOX 2141
Fort Collins, CO 80522
303.850.7770

