



## Welcome To Tiempo!

Tiempo Inc. is a real estate development and management company founded in 1978. The Arizona-based corporation specializes in developing, and managing residential housing (single- and multi-family) and commercial properties throughout the southwest.

Our portfolio includes more than 4,000 apartment units, 50+ single-family homes for lease and for sale, and 478,000 ft<sup>2</sup> of commercial space such as office and specialty retail facilities, computer training facilities, quick-service restaurants, and behavioral health facilities to name a few.

Each of our communities is managed by a team of top-notch, highly-skilled, and Tiempo-trained professionals with among the greatest longevity in the industry. Our properties are continuously shopped by independent third parties to ensure Tiempo customers receive the highest level of service and quality product available day-in and day-out, because we know that a property's performance is tied to the strength of our on-site team. We hire experienced, knowledgeable, top-performers, and the results speak for themselves. Tiempo was rated 9-out-of-10 by residents and prospective residents for our Customer Service, Response Time, and Professionalism.

## Tiempo's Mission

Our mission at Tiempo is to be the best developer and manager of residential and commercial properties in Arizona, by providing the highest quality service to our clients, customers, residents, and employees through professionalism, integrity, and responsiveness.

## Services

### Acquisition & Development

Tiempo's acquisition & development team has more than 30 cumulative years of experience taking ideas from inception through project construction. Our knowledge includes single-family housing, multi-family housing, and commercial and industrial development in urban and rural areas. Having a hands-on approach, we work with the owner, contractor, and design team to deliver the project on time and on budget. Our extensive management enables us to be a professional guide in the design and construction of any development project.

### Property Management

We provide clients with solutions that help their properties operate smoothly and enhance investment value. Property owners depend on us to achieve their goals of property performance and profitability. Whether you own single family homes, duplexes, apartments, commercial developments, or office spaces, our company ensures that your property is well managed to attract and retain tenants. Tiempo's management capabilities are diversified through many different types of residential and commercial properties including multi-family housing communities, such as conventional, affordable, senior, HUD 202, HUD 221, rural development, and tax credit; single-family homes for rent and for sale; and mixed use commercial properties of all sizes.

### Rehabilitation and Renovation

Tiempo has extensive experience in refurbishing communities, managing a minimum of one per year for the last ten years. Our market experience and research enables us to identify those improvements that will reposition a community to make it more competitive and increase its asset value. The judicious use of

improvements and refurbishment dollars can have a big impact on property values, and our team's success rate in managing these types of projects is unparalleled in the industry.

### **Accounting**

Tiempo offers a complete system of financial and administrative management with a level of information and communication that is appreciated by sophisticated institutional investors and property owners nationwide. The professionals who comprise our Accounting Department are highly skilled in not only accounting for property management, but also property design, development, and construction and are able to handle complex accounting situations that other property management firms cannot.

### **Reporting**

We are skilled in providing records compatible with the major auditing firms nationwide, and reports are accessible through our web-based portal to provide real-time information relative to property performance. This practice ensures that our clients will always have timely information at their fingertips. Specialized reports are also available upon request.

### **Analysis**

One of the greatest benefits our clients receive is our broad base of knowledge of rental property in the southwest. Because we concentrate on the southwestern United States, we understand the market fully. We know the forces that affect real estate and can direct that knowledge to developing and implementing a successful plan for your property, and we bring this experience to work for you from "day one."

### **Due Diligence**

Tiempo has an experienced staff available to assist owners in performing comprehensive physical inspections and detailed financial reviews of properties. We regularly work with investors to evaluate acquisition opportunities and can readily identify go vs. no-go projects.

### **Training**

Tiempo staff is trained on leasing, maintenance, and Tiempo standards to ensure the highest quality of service is provided to our clients, customers, and residents. We promote the thought that "excellence and a winning attitude add up to incredible customer service." Combined with a "let's get the job done" mindset, the two produce a positive atmosphere companywide. Our employee communication and recognition programs (based on stringent performance goals) are very important, because they contribute to the enthusiasm our staff brings to their jobs every day. The result is satisfied residents, which translates into higher occupancies and stable communities, and ultimately satisfied owners.

### **Marketing**

The company develops property-specific strategic plans to ensure your marketing efforts are targeted, focused and demonstrate a positive return on investment. Tiempo has a dedicated marketing strategist who excels in identifying unique opportunities for breaking through the clutter in the marketplace to ensure messages get to prospective residents, as well as help maintain loyalty among existing residents.

## **Tiempo's Team**

Tiempo is an experienced firm comprised of talented individuals who are experts in their respective fields. The Tiempo team consists of property managers, financial service providers, sales professionals, staff trainers, and marketing strategists. Combined, our executives have more than 75 years of real estate experience, and each has an excellent reputation in the industry, sharing in the belief that exceptional client and customer service leads to exceptional results – the cornerstone of Tiempo's commitment to making your time with Tiempo The Best Time In Your Life.



***Germán Reyes, President and Executive Vice President of Real Estate Operations***

Germán has been at CPLC for ten years. Prior to Tiempo, Germán was appointed as the Vice President for Community Stabilization at Chicanos Por La Causa (CPLC). In that position, Germán served as the National Program Director of NSP2 Program Administration for CPLC's National Consortium consisting of 13 non-profit agencies across eight states and the District of Columbia.

Under his direction, Chicanos Por La Causa, Inc. (CPLC) received the largest award under the CPLC/NALCAB NSP2 National Consortium. They were chosen by the consortium partners to act as the lead applicant and fiscal agent for the NSP2 grant.

Germán graduated from Arizona State University with a Bachelors Degree in Electrical Engineering. He also holds an MBA and a Masters in Information Management from Arizona State University.



***Anthony Valencia, Vice President of Real Estate Operations***

Mr. Valencia's leadership was named Tiempo's Vice President of Multi Family Operations in October 2015. In this role, he manages financial and human resources for over 4,000 multi-family units, including Acquisition and Development. Anthony has unique skill sets in repositioning companies with diversified financing options to improve cash flow.

Prior to his appointment as Vice President of Multifamily Operations, he served as Vice President, Finance for CPLC.

Mr. Valencia's professional experience gives him a unique perspective on both the non-profit and for-profit activities of CPLC. Having begun his career in an entrepreneurial environment, ultimately serving as Chief Financial Officer for several for-profit ventures, Mr. Valencia also served 5 years as Chief Financial Officer for a non-profit just prior to joining CPLC.

Mr. Valencia holds a B.S. in Finance and MBA from the W.P. Carey School of Business at Arizona State University. An Alumni of Valley Leadership, he has also served on the board of directors for the Roosevelt

Education Foundation and is currently President of the board of directors for the W.P. Carey School of Business Alumni Chapter.



***Jodie L. Tavison, Regional Vice President of Property Management and Designated Broker***

Jodie is a success-driven, self-motivated individual with excellent team-building skills, who possesses a strong sense of responsibility and leadership with a commendable track record. As Regional Vp of Residential Property Management, she is responsible for overseeing the financial and operations management of over 4,000 residential units and a staff of more than 100.

Jodie has worked in the property management industry for more than 25 years and has extensive first-hand knowledge, having held almost every on-site property management position from the ground up. Her experience includes maximizing net operating income, preparing annual operating budgets, analyzing profit-&-loss statements, developing marketing and advertising plans, creating sales plans, training staff, conducting risk management, advising on acquisition & development opportunities, and leading extensive rehabilitation projects.

Prior to joining Tiempo, Jodie was a District Manager with Bigelow Property Management where she managed a 3,800-unit multi-family portfolio, including extended-stay hotels.

In addition, Jodie is the Designated Broker for Tiempo. Her responsibilities include reviewing real estate purchase contracts and disclosures, executing compliance plans, filing broker packages, monthly account reconciliation, maintaining policies and procedures for handling client funds and properties, and networking with mortgage banks. She is a licensed real estate agent and broker in the State of Arizona.



***Greg Miller Director of Commercial and Single Family Residential Property Management.***

His responsibilities include the portfolio management of Chicanos Por La Causa's (CPLC) Commercial and Single Family Residential properties throughout Arizona, Nevada and New Mexico.

## The Tiempo Difference

- Property Performance
- Cost Controls
- Purchasing Power
- Response to Market Changes
- Rent Maximizing Solutions
- Experienced Innovators



Tiempo – The Best Time In Your Life

Tiempo Inc.  
1008 E. Buckeye Road Suit 100  
Phoenix, Arizona 85034  
Ph: (602) 252-0482 Fax: (602) 257-7082  
Web: [www.TIEMPOinc.com](http://www.TIEMPOinc.com) eMail: [Info@TIEMPOinc.com](mailto:Info@TIEMPOinc.com)