



Charles A. Von Stein, Inc.
 626 Old Dixie Highway SW
 Vero Beach, Florida 32962

CHARLES A. VON STEIN, INC.

*Commercial Property
 Sales, Management
 and Leasing
 Specialists Since 1963*

**Proven performance in
 management and leasing of**

- **Anchored Shopping Centers**
- **Strip Shopping Centers**
- **Office Buildings**
- **Industrial Warehouses**



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 626 Old Dixie Highway SW
 Vero Beach, Florida 32962



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 321-725-1961 (Brevard County)

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**For more information about our
 company please visit our web site at
www.vonsteincommercialrealestate.com**

FOR PERSONAL AND PROFESSIONAL SERVICE

Strong track record of building cash flow, value and wealth.

**PARTIAL LIST OF PROPERTIES MANAGED BY
 COMPANY DURING 51 YEARS OF BUSINESS IN FLORIDA**

Property	Location	Square Footage
Office Buildings		
1620 U.S. Highway I	Pompano Beach	68000
2800 Building	Oakland Park	32000
Boynton Financial Center	Boynton Beach	28000
Medical Arts Building	Fort Lauderdale	30000
9900 Building	Coral Springs	50000
Osceola Professional Building	Melbourne Beach	15000
Sand Point Office Center	Titusville	13000
Oceanview Office Centre	Satellite Beach	15000
Melbourne Professional Complex	Melbourne	66000

Shopping Centers

Lantana Village Square	Lantana	165000
Shops at Oriole	Lauderdale Lakes	90000
Hallandale Place	Hallandale	90000
Hamlet Shops	Delray Beach	12030
Hillside Shopping Center	Ocala	159350
Inverness Plaza	Lauderhill	70000
Boca Mall	Boca Raton	425000
Big Lots Plaza	Tamarac	90000
Gulfstream Mall	Boynton Beach	60000
Trail Plaza	Deerfield Beach	60000
Salerno Village Square	Port Salerno	55000
Cross County Mall	West Palm Beach	550000
Roseland Plaza	Sebastian	63000
University Mall	Pembroke Pines	250000
Dixie Manor	Oakland Park	55000
Plaza Central	Fort Lauderdale	54000
Sun Plaza	Margate	25000
7676 Peters Road	Plantation	35000
Delray Square	Delray	150000
Lakes Mall	Oakland Park	550000
Blue Heron Plaza	Vero Beach	21000
840 Plaza	Oakland Park	60000

Industrial/Warehouse

Expo Center	Coral Springs	35000
1700 Main Street	Palm Bay	4200
1710 Main Street	Palm Bay	93663
1720 Main Street	Palm Bay	32000
245 East Drive	West Melbourne	12000
2730 Kirby Avenue	Palm Bay	98990



**PARTIAL LIST OF NATIONAL CREDIT TENANCIES
 LEASING SPACE IN COMPANY MANAGED
 PROPERTIES DURING ITS 50 YEARS OF BUSINESS**

Winn Dixie	Publix	Eckerd Drugs
Dollar General	Family Dollar	Checkers
McDonald's	Burger King	Arbys
Subway	General Nutrition	Denny's
Rite Aid	H & R Block	Harris
Big Lots	Sound Advice	Albertson's
Crafts 'N Stuff	UPS	JDS Uniphase
Tire Kingdom	Farm Stores	Kmart
Jackson Hewitt	SunTrust Bank	Radio Shack
Sally's Beauty	Picadilly Cafeteria	BB&T
Beall's Outlet	Edward Jones	



TURN THE DAY TO DAY CONCERNS AND RESPONSIBILITIES OF PROPERTY OWNERSHIP OVER TO PROVEN PROFESSIONALS

CHARLES A. VON STEIN, INC. COMPREHENSIVE MANAGEMENT SERVICES



**Osceola Professional Building
Melbourne Beach, Florida**

(3) PROPERTY MAINTENANCE

- Work with and supervise independent contractors in maintenance of properties
- Negotiate favorable rates for landlord with independent contractors
- Supervise individuals hired to perform daily maintenance
- Negotiate insurance coverage for buildings and rates for this coverage
- Contest real estate tax bills as needed to obtain optimal valuation
- Work with city and county officials to get favorable treatment under the prescribed regulations
- Inspect building and property for areas that need repair

(4) LEASING

- Show space
- Send mailings to promote building or shopping center
- Use a variety of multiple listing services to promote the property to other brokers, developers and investors
- Formulate marketing strategy and implement
- Direct solicitation of target market as necessary
- Negotiate with and obtain bids from general contractors for tenant improvements
- Monitoring and coordination of leasing and tenant improvement construction activity



**Warehouse Buildings
1720 Main Street
Palm Bay, Florida**

(1) ACCOUNTING AND REPORTING

- Balance Sheet
- Income Statement
- Cash Flow Statement
- Disbursement Report
- Cash Receipts Report
- 1099 Preparation
- Sales Tax Preparation
- Financial projections and budgets
- Pay bills
- Delinquency and accounts receivable reports
- Wide range of customized reports
- Monthly narrative management report explaining all financial, leasing, and maintenance issues

(2) LEASE MAINTENANCE

- Tenant correspondence
- Rent collection
- Tenant file maintenance
- Lease negotiation
- Enforcement of lease terms including preparation of three day letter and cooperation with attorney in eviction procedures if necessary
- Maintenance and enforcement of insurance certificate requirements
- Maintenance of rent roll, tenant and unit reports

CHARLES A. VON STEIN, INC. MARKETING AND SALES

Charles A. Von Stein, Inc. provides expert service in marketing and selling commercial properties at their optimal price. A strong case is made to support the sales price by preparing a comprehensive package delineating all important aspects of the demographic, financial, zoning, construction and location of the property. Newspaper advertising, direct contacting of potential buyers and presentation of the property in various listing services are among the many ways the property is presented to the commercial real estate public.

CHARLES A. VON STEIN, INC. SITE/PROPERTY SELECTION AND ACQUISITION

The company has expertise in locating properties suitable for investment and development by purchasers and leasing by tenants.

Buyer's Agency

Research locations that meet the client's criteria including location, price, and economic feasibility. This includes market, return, economic base analysis, obtaining and performing analysis of due diligence information and obtaining proper professional input to fully explore all aspects of the property before the sale is finalized.

Tenant Agency

Research locations that meet the client's criteria including location, economic base, return, price and feasibility analysis. This includes follow up on the details to ensure the property is the right fit.

CORPORATE PROFILE 51 YEARS OF LEADERSHIP IN COMMERCIAL REAL ESTATE

Charles A. Von Stein, Inc. was founded in 1963 by Charles A. Von Stein shortly after his retirement as Director of Real Estate for Winn Dixie Stores. The company was formed to provide a link between growing Florida markets and national retailers seeking expansion opportunities. Its accomplishments and business relationships over the years have made Charles A. Von Stein, Inc. a recognized leader in property management and commercial leasing. Its name is synonymous with successful shopping centers, office and warehouse facilities.

Charles H. Von Stein, Lee T. Von Stein and Gloria Von Stein ran the business for thirty years. Today, the company remains a family owned business with the grandson of the founder, Kirk von Stein, managing the enterprise.

The Von Steins developed Lantana Village Square, Hallandale Place, Trail Plaza, Roseland Plaza, Salerno Village Square and Hillside Center. The company also participated in the development of Lakes Mall (Lauderdale Lakes), Boca Raton Mall (Boca Raton), Cross County Mall (West Palm Beach), Gulfstream Mall (Boynton Beach), and Boynton Financial Center (Boynton Beach).

Charles A. Von Stein, Inc. has performed site selection for many major corporations and redeveloped properties to obtain the highest and best use of the assets.

Charles A. Von Stein, Inc. has provided property management and leasing services for clients. The Company has managed and leased millions of square feet of real estate over the last four decades. The Company has extensive experience in managing and leasing warehouse, office and retail space. Most client relationships have been long term in nature with many exceeding ten or even twenty years in duration. It has been the stability in relationships and the consistency in performance that has marked the company's growth. The Company has a strong track record of taking troubled properties and turning around the occupancy levels, physical maintenance, appearance and general organization of the entity's underlying paper and legal documentation. Charles A. Von Stein, Inc. remains committed to excellence with 50 years of leadership in Florida Real Estate.

Kirk von Stein, CCIM, CPM, MAcc
President
Charles A. Von Stein, Inc.
Bachelor's Degree Accounting
Master's Degree Accounting
Associate of Science Computer Science
Technical Degree Mechanical Engineering
Associate of Science Civil Engineering
Certified Property Manager (CPM), Certified Commercial Investment Member (CCIM)
25 years of Property Management, Sales and Leasing Experience