

# Sterling Investments Management Corporation

**SAN DIEGO COUNTY'S PREMIER  
PROPERTY MANAGEMENT COMPANY**

1026 W Washington Street  
San Diego, CA 92103

[www.sterlingimc.com](http://www.sterlingimc.com)

P: (619) 260-3000  
F: (619) 260-3040



**SPECIALIZED EXPERTISE**

**COMMERCIAL, MULTI-FAMILY & SINGLE FAMILY HOMES**

**PROGRAMS TAILORED TO OWNER'S NEEDS**

**UNRIVALED ACCESS TO TENANTS**

**HANDS-ON MANAGEMENT BY INDUSTRY PROFESSIONALS**

## Damien Kirchoff

Principal/Broker  
DamienK@sterlingimc.com  
Office: (619) 260-3000

Damien Kirchoff began his commercial real estate career at Marcus & Millichap Real Estates Investment Services where he specialized in multi-residential investment properties. Damien was recognized for his achievements in brokerage as he quickly reached Senior status. During his 6 years with Marcus & Millichap REIS, Damien successfully closed over \$200 million in real estate transactions.

Damien continually monitors national, state and local policies that could influence the real estate market. His interest and comprehensive understanding of investment property enables his clients not only to invest in the San Diego market but in diverse locations throughout the country. Damien lives by three rules: exceed expectations, build lasting relationships and provide profitable investment opportunities to his clientele.

## Wesley Snapp

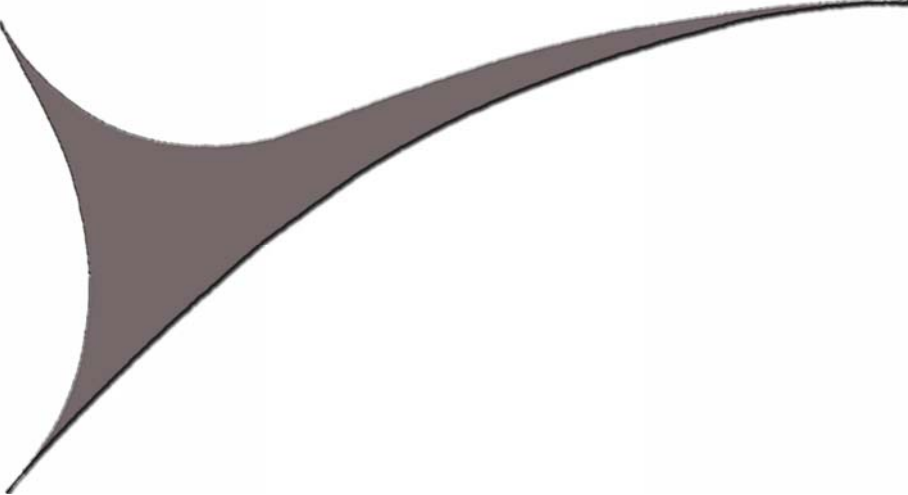
Principal/Broker  
WesleyS@sterlingimc.com  
Office: (619) 260-3000

Wesley Snapp began at Marcus & Millichap Real Estate Investment Services in 2000 after graduating from the University of San Diego's School Of Business. Initially focusing in multi-family sales throughout central San Diego, Wesley later transitioned into a senior analyst role for the top Office/Industrial & Retail Group within Marcus & Millichap's San Diego Office.

Wesley exhibits a thorough understanding of commercial properties as he has completed analysis for over 500 properties and has been involved in the acquisition and distribution of over \$300 million in real estate throughout the nation. Wesley's experience with analysis and valuation is beneficial in determining the best course of action to add value to existing investments, and to expand clients' portfolios by introducing alternative property types.

## Investment Expertise

Founded by a group of experienced commercial/residential brokers and property owners, Sterling Investments Management Corporation combines expertise in all aspects of real estate. Specialized divisions within Sterling IMC include commercial/residential property management, commercial/residential brokerage and asset valuation. Our expertise allows the opportunity to fulfill all of your real estate needs with one comprehensive team of investment and management professionals, thereby eliminating any "guess work" and time wasted procuring professionals from a variety of sources.



## Property Management

The management professionals at Sterling IMC draw upon their extensive experience in brokerage and ownership of real estate in the operation of their clients' investment properties, with the ability to sustain and increase value and cash flow.

Our Management Services Include:

- Superior reporting procedures and state-of-the-art accounting systems
- Active leasing 7 days a week with no additional leasing fees
- Online vacancy listings and marketing
- Thorough tenant screening and interview process
- Weekly exterior inspections
- Interior inspections conducted bi-annually
- No "Profiting" off maintenance expenses
- 24/7 emergency maintenance response
- No hidden costs associated with management operations
- Understanding of vintage property maintenance with preservation
- Proven track record of re-positioning under performing assets

**Brokerage & Market Knowledge**

The brokerage team at Sterling IMC is your best source for a complete market overview. We remain informed of all new listings, and any adjustments on existing inventory, by tracking online real estate websites and through direct contact with brokers nationwide. Clients benefit immensely from our market knowledge when looking to acquire additional assets or understanding their current equity position in today's ever changing market.

**Brokerage Transaction Experience**

- Involvement in sales transactions totaling over \$600 million
- Valuation and analysis completed on over 600 properties throughout the county
- Over 30 years of experience in real estate
- 200+ completed transactions in 15 states



**Client Testimonial**

What a find Sterling Investments has been for me! A rarity in the impersonal, sometimes marginally dishonest world of property management, I have been amazed at their conscientiousness and attention to detail. Their hands-on management style has brought a sense of relief to an absentee landlord that I have not had previously in my 30+ years of real estate investing. After only a few months, I have witnessed substantive changes in tenant satisfaction, acceptance of increased rents, enhanced curb appeal of my property and undesirables removed from the area. Just as important, they communicate with landlords about issues related to the property and are diligent in trying to identify the most cost effective options for repairs and maintenance. After years of dissatisfaction with property management companies, I have found a gem that treats my property as their own!

Mary Montle Bacon, Ph.D.  
Hillsborough, CA - [www.marymbacon.com](http://www.marymbacon.com)

I have been very happy with Sterling Investments. They came in on a building for me that was radically underperforming my expectations. Having run the numbers back and forth, it seemed that my old property management firm was not measuring up. It seemed as though they were set up for large communities, not small buildings like mine. I decided to shop around and see if there were any alternatives. Sterling came along with a very straight-forward approach, easy to read reporting and truly affordable management costs and they have even been proactive and efficient at keeping my maintenance costs down. I have seen an improvement in my take home cash of about 20-30% of gross rents received (depending on vacancy.)

Drew Reynolds  
President RDG, Inc.  
San Diego

**Chad Keller**

Principal  
ChadK@sterlingimc.com  
Office: (619) 260-3000

Chad Keller started his career in real estate as a manager for a luxury 93 unit high rise condominium building located in the exclusive Wilshire district of Los Angeles. It was here that Chad honed his property management skills and learned how to mediate between tenants, employees and vendors.

After relocating to San Diego, Chad continued to broaden his experience in the real estate industry by joining Marcus & Millichap Real Estate Investment Services. Specializing in multi-family brokerage, Chad worked with investors facilitating tax-deferred exchanges into various larger multi-family buildings and NNN (net leased) investments. Chad's background includes all the necessary tools to effectively manage investment properties; identifying and emphasizing on the items that will increase the assets overall value.

DRE License Information:

Wesley Snapp: 01301417  
Damien Kirchoff: 01294992  
Chad Keller: 01429219



# HANDS-ON MANAGEMENT BY INDUSTRY PROFESSIONALS

Brief Sampling of Properties Currently Under Sterling IMC Management



**Georgia Street**  
9 Units



**46th Street**  
14 Units



**Hamilton Street**  
14 Units



**North Avenue**  
15 Units



**Goldfield Street**  
23 Units



**C Street**  
21 Units

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- C Street (Golden Hill)  
21 Units
  - Park Blvd (University Heights)  
11 Units
  - 30th Street (North Park)  
8 Units
  - Iowa Street (North Park)  
10 Units
  - E Avenue (National City)  
16 Units
  - Glover (Chula Vista)  
5 Units
  - Calle Primera (San Ysidro)  
14 Units
  - G Street (Golden Hill)  
12 Units
  - Goldfield St (Bay Park)  
23 Units
  - Casselman Street (Chula Vista)  
7 Units
  - Pentecost Way (College Area)  
2 Units
  - College Avenue (College Area)  
8 Units
  - 43rd Street (City Heights)  
18 Units
  - G Street (Golden Hill)  
5 Units
  - Hamilton Street (North Park)  
8 Units
  - E 4th Street (National City)  
5 Units
  - Florida Street (North Park)  
5 Units
  - Euclid Avenue (City Heights)  
26 Units
  - 42nd Street (City Heights)  
3 Units
  - State Street (Mission Hills)  
4 Units
  - J Street (Downtown San Diego)  
Condo Unit
  - San Raphael (Carmel Valley)  
Home
  - K Street (Downtown SD)  
Luxury Condo
  - Central Avenue (Spring Valley)  
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**Wesley Snapp**

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