

Your Next Steps

Considerations for Selling Your Property Management Company





TO SELL OR NOT TO SELL?

Across the property management industry, management companies big and small are seizing the opportunity to become part of a bigger, more resourceful, professional family. We're here to help you think through this important possibility.

Within these pages, you'll discover a brief overview of what today's buyers are looking for, followed by a summary of private sale benefits. After that, a quick introduction to RHOME & Associa's strengths will help you decide if you'd like to begin a dialogue with us.

YOUR BUSINESS LEGACY

As an owner of an independent property management company, you must focus not just on your company's position today, but its potential for growth, expansion and profits in the future. You've worked hard to build a sustainable enterprise - and, of course, you want to see it thriving for years to come.

WHAT ARE BUYERS LOOKING FOR?

In general, most potential purchasers will evaluate the market value of your business across several performance indicators:

Profitability

A history of sustainability in your market, with a track record of growth and increasing profits.

Scalability

Your company's future expansion potential in terms of doors under management, in addition to staffing levels, workload and historical business turnover.

Continued Engagement

Your career development—and that of your colleagues—increases your company's attractiveness in the marketplace. Engaged, enthusiastic, upwardly mobile professionals on board can significantly enhance the value of your business.

Long-Term Stability

Your company's ability to remain viable, to build and retain good talent, and to adapt to changing market conditions.

Efficiency

The ability of your company to deliver a full range of products and services, all while using the latest technology and reducing waste and redundancies.



Reputation

The market's perception of your company, from financial stability and workplace morale to the quality of accounts and client satisfaction.

Local Involvement & Certifications

Your company's participation in local trade associations and community initiatives, as well as possession of appropriate business certifications and credentials.



WHAT SETS RHOME & ASSOCIA APART

If you decide that the time is right to sell your business, there are a variety of options for structuring your sale, but a private sale is the most common. In a private sale, your company is sold in a non-public transaction to another business entity, generally one that operates within the same industry. The majority of all property management companies are sold in this fashion.

As the largest buyer in the industry, Associa has the experience and resources that will keep your company thriving for years to come. We offer maximum value, and close transactions promptly and efficiently. Most importantly, we always keep our word.

ASSOCIA ADVANTAGES

- Proven track record with over 150 successful acquisitions
- Solid financial backing
- Efficient deal process with simplified due diligence
- Competitive financial returns and rapid payouts
- Preservation of your company, legacy, and culture
- Smooth and efficient integration processes, assuring minimal “shake-ups” to staff and client base
- Professional development opportunities for sellers and employees that wish to advance their careers

THE ASSOCIA DIFFERENCE

Backed by Associa, North America's largest HOA management company, RHOME helps thousands of landlords across the United States and Canada save time and money on their leasing and property management needs.

As the industry leader in community management, Associa proudly serves nearly 5 million homeowners. With a wide array of programs and services ready to fit each client's specific needs, we help bring superior results to communities every day. We put people first—always—which is why when you choose RHOME, you get a level of trust and security you won't find anywhere else.

Our people

With a team that includes some of the industry's most respected leaders, Associa offers clients a level of experience and passion that's unsurpassed.

Our reach

We serve thousands of landlord's in the US & Canada, which means that clients receive exceptional benefits and services from an industry leader with a wealth of experience to best serve their needs.

Our innovation

Industry-leading technology guarantees clients' assets and data are safe, with secure online access available 24/7 on all devices.

Our customer service

Providing friendly, local service to associations across the globe is our hallmark.

LET YOUR LEGACY BECOME PART OF OURS

If you are interested in bringing your business into the RHOME family and would like to learn more about the options available to you, we invite you to contact us today.

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Note: All Inquiries Confidential





OUR VALUES

Our values are the principles we hold dear, both as individuals and as one Associa.

Associa chooses partners that also live and work according to these important principles.

Family Spirit

We are a family. We treat each other with kindness, respect and encouragement.

Customer Service

We value our clients and understand that their success is our success.

Integrity & Accountability

We maintain the highest ethical standards and are accountable for our actions.

Loyalty

We are steadfastly loyal to Associa, our leaders and colleagues and vice versa. Our hard work will be the mark of our devotion.

Innovation & Improvement

We innovate constantly and always seek to improve.



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