



***Our Mission:***

Delivering  
***THE New Standard of  
Excellence***  
for Apartment Owners

***Our Services:***

Exceptional Apartment  
Brokerage

Buyer / Seller Representation  
Short Sales

Apartment Market Research

Apartment Owner's Newsletter

Weekly Apartment E-zine

Market Valuations & BPOs

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**PHOENIX  
APARTMENT  
SPECIALISTS  
SINCE 1998**

## Kasten Long Commercial Group

The **Kasten Long Commercial Group** (KLCCG) has specialized in the brokerage of apartments in the greater Phoenix area since 1998. Our goal is to always provide the Best Service Possible to Apartment Owners and Future Owners.

Each of our agents has at least twenty years of local apartment brokerage and collectively have sold more than 1,000 apartment communities with gross sales in excess of **\$750,000,000**. All of our agents own or have owned apartments, have CCIM or other advanced designations and have an in-depth, working knowledge of apartment operations.



### The Services:

#### MARKETING

We are market leaders in obtaining the best price for a property – and our track record proves it. We provide professional marketing flyers, complete marketing data packages, utilize our extensive and proprietary database AND expose a property to all brokers and the general public at the beginning of our marketing.

#### MARKET RESEARCH

Every quarter since 1998, the Group has published the Greater Phoenix – Apartment Owner's Newsletter. This newsletter is used by many owners, investors, lenders and appraisers as a reference for the apartment market. These newsletters, plus additional apartment data, are posted on the Group's web site [www.KLCommercialGroup.com](http://www.KLCommercialGroup.com).

#### MARKET VALUATIONS AND BPO'S

In our current, very challenging and dynamic market, we have been providing comprehensive Broker Price Opinions and property valuations for lenders and owners on a regular basis.

#### ASSISTING OWNERS WITH CASH FLOW CONCERNS

Whether you own a 4-plex or a 400 unit community, our apartment brokerage and ownership experience plus direct contact with many lenders, has proven to be an invaluable asset. We have often been able to assist with restructuring bank loans and if a "short sale" is the only option, we have been instrumental in protecting owners from possible deficiency judgments.

### The Apartment Specialists:

#### Scott Trevey, CCIM:

Closed over \$100 million in apartment sale transactions since 2003. 21+ years experience in investing & working with investors to locate properties. CCIM designee since 2005. Owner-operator of mid-sized apartments. Practiced in tax-deferred exchanges.

#### Linda Fritz-Salazar, Associate Broker:

Over 23 years of specializing in commercial real estate brokerage. Successfully brokered the sale or acquisition of thousands of apartments units and numerous land parcels for apartment development. Former designated broker/owner of Marlin Commercial Realty. Former commercial lender with two major financial institutions. BA degree from Indiana University .

### The Founder:

#### Jim Kasten, CCIM, Owner / Designated Broker:

18+ years apartment brokerage. Former top producer with Coldwell Banker Commercial in Nevada and member of Chairman's Club with RE/MAX Commercial in Arizona. Track record of providing exceptional service to all clients. Professional Geologist, MS Geology – University of New Mexico

