

Asset Management

TRA and Asset Management

Large property owners with operating facilities often overlook the opportunity to realize value from both the disposition of potentially surplus property and the ancillary use of operation properties for other compatible commercial activities. TRA acts as asset manager for our clients, actively searching for ways to reduce costs and increase revenue.

Why TRA?

Our asset management team performs a comprehensive range of services for our clients, ranging from identifying opportunities, performing due diligence, handling community processes, managing the public bid process, and negotiating documents, repositioning properties, pre-development activities, and closing the transaction. TRA's expertise in a broad range of tenant industries will help you get more out of your real estate assets. Examples include: Transit Oriented Development (TOD), utilities, telecommunications, advertising, retail, and green initiatives such as alternative energy (solar & wind).



From handling a fully out-sourced real estate solution to supporting a stretched in-house staff, TRA approaches each contract with two goals in mind: first, to respect the sensitive political and community environments in which our clients operate; and second, to obtain the most desirable and beneficial outcome possible for our client.

Results with TRA

TRA has provided full service asset management to the Massachusetts Bay Transportation Authority, generating \$360 million in non-fare revenues and over \$610 million in cash and non-cash value. Additionally, TRA is responsible for monitoring the MBTA's entire property inventory and five tenant portfolios that contain over 1000 leases, including telecommunications, retail, utilities, land and buildings, and advertising, as well as leasing, dispositions, acquisitions, and transit oriented development. TRA recently performed an asset scan for the North Carolina DOT in partnership with KPMG and AECOM resulting in over 20 categories of potential areas for realization of cost savings or revenue generation. TRA also manages the brokerage of surplus properties for the Chicago Transit Authority among other asset management responsibilities.

TRA Asset Management Services Include

- **Asset Scans**
- **Full Service Asset Management**
- **Portfolio Enhancement and Analysis**
- **Real Estate Data Management with GIS**
- **Property Accounting**
- **Lease and Tenant Administration**
- **Property Management**
- **Right of Way Management**
- **ROW abutter uses and encroachments**

Asset Scans

Have you ever wondered what potential value may be hiding in your real estate portfolio? What is involved in setting up an asset management program where none currently exists?

TRA is adept at performing asset scans to evaluate, identify and prioritize opportunities, and will make recommendations on whether and how to proceed to set up a revenue generating/cost savings program.

TRA

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