



IREM Institute of Real Estate Management

Maryland Chapter No. 16



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People on the Move

IREM Chapter 16 is proud to feature our past president **Toni Harris, CPM®** as one of our People on the Move! Toni is well known in our chapter as well as our industry. She's made a recent career move to lead the East Coast Portfolio for Avanath Realty as their Regional Vice President. The portfolio includes both market rate and affordable assets located in the Chicago region, New York, North Carolina, Maryland, DC, and Virginia. Avanath Realty is a subsidiary company to Avanath Capital out of Irvine, California. They've been established for more than 25 years and are in the process of increasing their foot print in the east coast region. We're proud that Toni will be an integral part of their growth.



We'd also like to recognize Chapter 16's **Emma Hoyer**,

IREM Resources

CPM®. Emma recently rejoined CBRE as an Associate Director overseeing Irvington Center in Rockville, Maryland. Prior to this, Emma was with Transwestern as a Vice President managing a commercial property portfolio of roughly three



million square feet. Emma has over 15 years of real estate experience in the DC Metro area for companies including CBRE, Transwestern and Liberty Property Trust. In addition to earning her CPM® designation in 2007, Emma also holds the RPA and ACOM designation and is LEED GA Certified.

Member Spotlight: Erin May, CPM®

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Congratulations to Erin May, IREM Chapter 16's newest CPM®! Erin was recently installed at our IREM Day at The Races, where Erin did NOT do as good picking winning horses as he did on all his CPM exams.

Erin is the Director of Property Management with Sagamore Development Company / Sagamore Property Management and oversees SDC's portfolio. Consisting of commercial, industrial, office, residential, retail, as well parks, bike paths, and vacant buildings all with in the Port Covington Project. SDC also has assets in Washington D.C. and Utah.



He cut his teeth in the real estate world 25 years ago running land clearing and excavation crews for site development projects in the Columbia, MD area. Next he moved on to develop and managed high end residential communities in Howard, Montgomery, and Prince George's County, MD as well as Rehoboth and Bethany Beaches for Michael T. Rose family of companies. After working with Marc Weller in 2010 as Director of Operations for Denning, LLC he was brought in as an original member of Sagamore Development. He was tasked with building the Property Management division for the company to offer world class management services to not only their own assets but to all investors and partners involved with the Port Covington project. The project consists of 235 acres, 2.5 miles of water front, 40 acres of parks, and 18M feet once fully developed. Erin says he is just getting started and looks forward to spreading his reach outside this project and beyond.

Erin believes in taking the level of service to a deeper personal touch and focusing on the finest of details of a property. Bringing innovation into the industry as well as not accepting any status quo!!

"I am excited about becoming a long lasting member of IREM 16 and the regional Property Management market," Erin says.

Erin also says, "I visited IREM chapters across the country while fulfilling all my CPM obligations and I cannot express how incredible the experience was!! I now have friends and

associates in many markets and best of all EVERYONE was an open book. I truly hope to share my experiences and help others succeed as well."

One fun fact is Erin's Myers Briggs personality description. He finds easy ways to do hard tasks, while making the fun!!

Upcoming Events

August 21st - [The BEST Monday of the year!](#)

IREM Chapter Sixteen's 26th Annual Golf Tournament: The BEST Monday of the Year! If you don't golf, join us for happy hour and dinner. This year our tournament benefits four charities: [The Baltimore Station](#), [Habitat for Humanity](#), [Folds of Honor](#), and [Ronald McDonald House](#).



Sponsorship opportunities are still available!

September 24th - [We're on a Boat!](#)

IREM 16 Invites all of our members & Friends to join us for an evening of networking & fun aboard RAVEN to celebrate a fantastic year!

\$95 Members
Price includes open bar
& buffet dinner



IREM 16 TOASTMASTER SPEAKS!

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You will learn these skills and more in a supportive, self-paced, fun atmosphere.

JOIN US FOR OUR MEMBERSHIP DRIVE! Come free as a guest to our meeting next week!

June 27th, 2016
6:00 PM - 7:30 PM
One South Street
Baltimore, MD 21202

Questions? Contact Anjye Herrera at aherrera@wpmlc.com.

Event Recap



Congrats to Tana Williams who won our hat contest at our 2nd Annual Day at the Races!



Chapter 16 would like to thank Stuart Sagal of Sagal, Filbert, Quasney & Betten, P.A. for another fine lunch & learn on June 15th on how to protect ourselves from tenants who sublease through Airbnb and not only how to reduce our exposure to risk but also how to use Airbnb to our advantage, adding amenities for our tenants and additional revenue for our owners. Thank You, Stuart!

Join the Member ROI Club

This is an exciting rewards program that could earn you up to \$5,000! Simply tell your colleagues to list you as a referring member on their IREM membership application. You'll earn points for each new member you refer, and be automatically entered to win the grand prize. This is a brand new program from IREM, and we'd like to recognize Chapter 16's **LISA BOWEN, CPM®**. She was one of ten \$50 winners recently announced by IREM. Thank you for helping our chapter grow, Lisa!

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