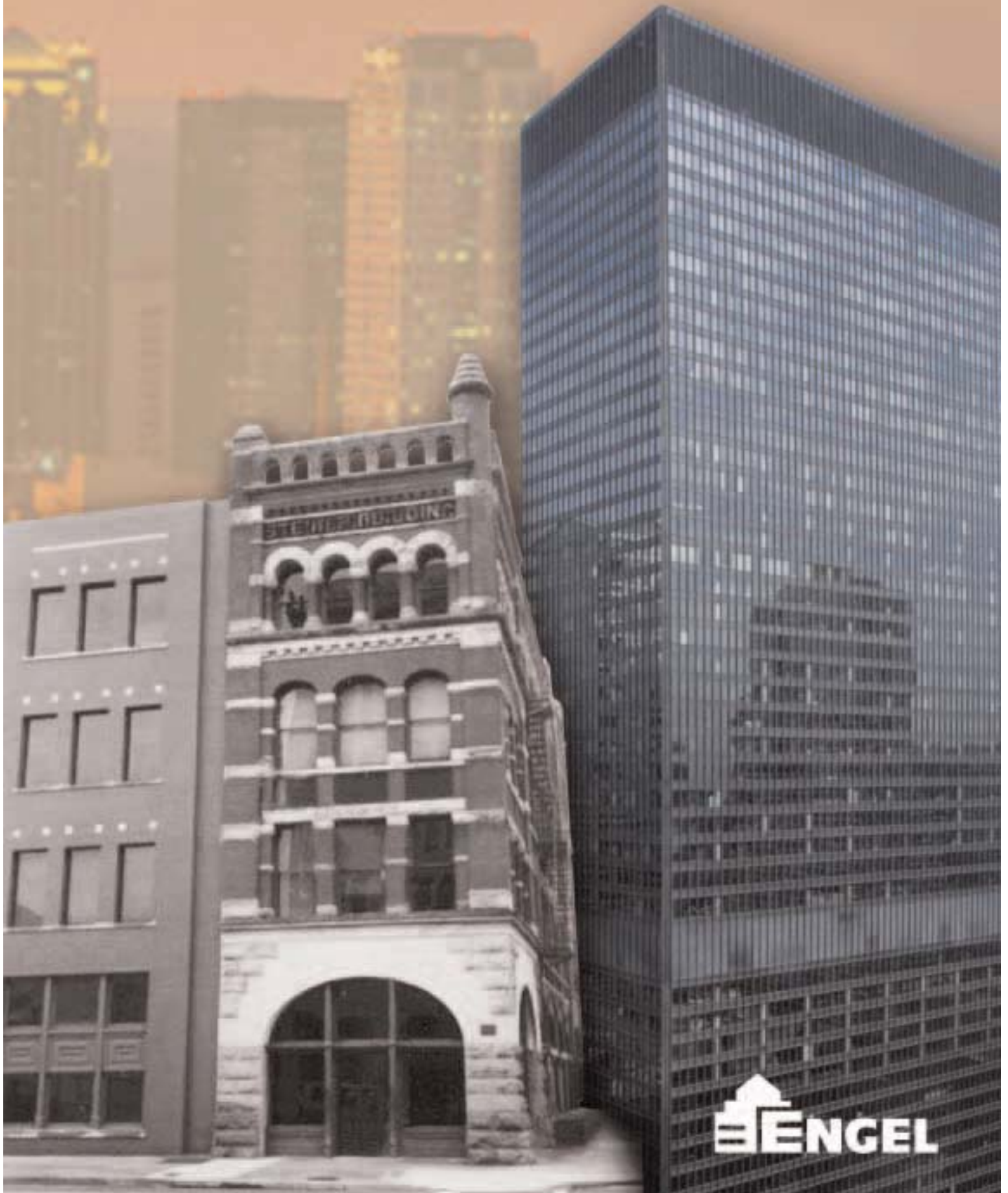



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*Over 100 Years of Excellence*

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*Engel Realty Company,  
one of Birmingham, Alabama's, oldest and largest  
real estate firms, has played an integral role  
in the Birmingham business community  
since 1905. We offer a full spectrum of services  
from leasing and property management to  
marketing and development, with a primary focus  
on commercial and multifamily real estate.*

*Engel has developed a team of professionals  
that is unsurpassed in our market.*

*We are extremely proud of these dedicated  
individuals who, together, have enabled us to  
assume a position of leadership among our peers.*

*We strive to be client oriented  
rather than transaction oriented. Our team has  
worked diligently to build long-term relationships  
with the view that our business associations must be  
mutually rewarding. As we continue into our  
second century, we accept the challenges ahead  
and look forward to new opportunities.*

## ENGEL'S TEAM

- ◆ **Hubert W. Goings Jr.** - *Chairman of the Board and a Principal Owner of Engel Realty Company, LLC.* Has been active in all phases of commercial real estate in Birmingham for over 40 years, including development, property management, sales and leasing. During this time, he has been instrumental in the development, acquisition and disposition of commercial and multifamily real estate. He is active in a number of professional and civic organizations and is primarily involved in the marketing function of the company.
- ◆ **William E. Coleman, III** - *President and Chief Executive Officer and a Principal Owner of Engel Realty Company* for over 20 years and is a *Principal Owner of Engel Realty Company, LLC.* Formerly head of AmSouth Bank's Commercial Real Estate Department, he has more than 30 years experience with real estate financing and related activities. He is vitally involved in all phases of the company with a primary focus on the financial and asset management aspects of the company.
- ◆ **William A. Butler, CPM®** - *Executive Vice President and Chief Operating Officer and a Principal Owner of Engel Realty Company, LLC and Engel's Residential Group.* He has over 35 years of multifamily investment and management experience, is a Certified Property Manager® and holds an Alabama Real Estate Broker's License. He served as President of the North Alabama Chapter of the Institute of Real Estate Management in 1990 and is a former member of The Board of Directors and the Grievance Committee of the Birmingham Association of Realtors®.

## Commercial Division

- ◆ **Dan W. Anderson** – *Principal of Engel Realty Company, LLC & Senior Vice President of the Retail Division* in charge of retail leasing and sales of all owned and managed property in Engel's retail portfolio. Currently, this totals approximately 2 million square feet of retail space in Birmingham, Florida and Tennessee. Anderson has been involved in retail leasing and shopping center sales for over 25 years, involving local, regional, and national tenants and owners. During the last 10 years, Dan has averaged leasing approximately 100,000 square feet annually of retail space and has been involved in the sale or purchase of over \$70 million in retail shopping center acquisitions and sales over the past 5 years. He received the Birmingham Association of Realtors® “Top Producer Award” in 2000.
  
- ◆ **Stephen L. Butler** – *Principal of Engel Realty Company, LLC & Senior Vice President of Commercial Management/Office Building Leasing.* Steve has over 20 years of commercial property expertise. Engel's Office Division encompasses approximately 1,000,000 sq.ft. of office space in Birmingham, Mobile, Pensacola, Florida and Baton Rouge, Louisiana. Clients include institutional, private, local and national property owners and tenants. Steve has been involved in the sale and leasing of over \$100 million in commercial properties in recent years. Engel's Commercial Management Portfolio includes properties in Alabama, Florida, Georgia, Louisiana and Tennessee and totals over 4 million square feet of space.
  
- ◆ **Malcolm S. Bethea** – *Principal of Engel Realty Company, LLC & Senior Vice President.* With over 30 years experience in the real estate industry, Bethea focuses primarily on the acquisition and brokerage of investment properties. Formerly President of Bethea Lehman Commercial Real Estate, Inc., Mac brings a wide range of real estate expertise to Engel. Bethea is well known to the real estate brokerage community and is involved with a substantial portfolio of investment properties.
  
- ◆ **Donna P. Cox, CCIM** – *Vice President of Commercial Property Management Division.* Donna has been involved in commercial real estate since 1991. Her broad range of real estate experience includes sales and leasing, marketing, lease administration, accounting and property management. She joined Engel Realty Company in June 2011 as Vice President and oversees the property management division. Donna is a graduate of the University of Alabama, earning a Bachelor of Science degree in Accounting. She was awarded the Certified Commercial Investment Member Designation (CCIM) in 1999 and is expected to receive the CPM designation this year. She served as President of the Alabama CCIM Chapter in 2007 and served on the Board of Directors for seven years.
  
- ◆ **John I. Clisby** – *Broker* involved in the managing, leasing and sale of industrial, office and retail real estate for institutional and other owners. He has 28 years of management experience in the real estate industry. John holds a Master of Business Administration degree. He has used his background and experience to successfully represent a number of national clients, including insurance companies, pension funds and other institutional investors.

- ◆ **Royce Emerson** – *Licensed Associate Broker–Hospitality Acquisition Disposition and Site Selection.*  
Royce is exclusively focused on hospitality sales and site selection in the Southeast. He has closed on over \$20 million in hospitality transactions in the past 15 months, including the Tutwiler Hotel and Pickwick Hotel in downtown Birmingham. He has experience representing both buyer and seller, as well as seeking sources of equity through relationships in investment banking, merchant banking, family offices, etc. Royce has also represented the development of an ICH new prototype full service Holiday Inn with a Uno Chicago Grill Restaurant attached in Alabaster, Alabama and a Homewood Suites adjacent to the Robert Trent Jones Golf Course in Prattville, Alabama, just to name a few. Please feel free to call him on his cell phone anytime to discuss the current hospitality development opportunities in Alabama, as well as existing hospitality assets on and off market.
- ◆ **Heather Euler** – *Property Manager.* Heather joined Engel Realty in 2001 and currently manages a wide variety of retail and office properties, both in the local and regional markets. Currently, Heather manages approximately 600,000 square feet of commercial retail and office space.
- ◆ **Martha Gullion** - *Executive Assistant* for Commercial Properties. She has been employed by Engel for over 22 years and performs administrative duties for corporate management. Martha also assists in the production of promotional materials for sales, leasing and property management, as well as assistance in the management and reporting for commercial properties.
- ◆ **Samuel E. Hiden** – *Broker* with over 26 years of sales and leasing experience in both commercial and multifamily real estate. He holds an Alabama Real Estate Broker's license and has successfully closed a large number of transactions every year. Sam is actively involved in the sales and acquisition of multifamily investment property.
- ◆ **Michael Johnson** – *Brokerage/Leasing.* Michael graduated from Auburn University Montgomery in 2001 with a bachelor's degree in Marketing. He joined Engel Realty in 2005, has since obtained his real estate license and is currently pursuing his CCIM designation. Michael began his career in property management and was responsible for all daily activities and monthly financial reporting for various office buildings in Birmingham and Baton Rouge. He was also responsible for the management of several retail centers in Trussville and Alabaster. Currently, Michael is focusing on third party sales and leasing and developing property management contracts around the South. Recent management contract additions include two retail centers and two industrial sites in Auburn, Alabama and two office buildings in Hoover, Alabama, totaling over 100,000 square feet.
- ◆ **Bob Nesbitt** – *Commercial Broker.* Bob joined Engel Realty Company in 2011 after a 30-year banking career specializing in commercial real estate in the Alabama market. He has an Alabama Real Estate License and is specializing in multi-family, office leasing and sales, convenience stores and undeveloped land. Bob's experience will be of particular benefit to those clients seeking leverage for their real estate investments.

- ◆ ***Nicholas C. Nesmith, CCIM – Broker.*** Nick has over 16 years experience in commercial real estate in the Birmingham market specializing in the sales and leasing of investment properties. A graduate of Auburn University, he has a strong background as an industrial engineer working in the manufacturing of telecommunication equipment and commercial aircraft components, as well as working as a management consultant in the shipping/distribution industries. Nick is a lifetime member of the Birmingham Board of Realtors “Million Dollar Sales Club” and a recipient of the “Vulcan Award” with the Commercial Million Dollar Sales Club. In 2007 he earned the CCIM commercial investment member designation with the CCIM Institute. Nick has been involved in the selling or leasing of more than \$50 million dollars in commercial properties in recent years. He is an active member of a number of professional organizations and is a proud member of the Homewood Rotary Club.
  
- ◆ ***Kathy B. Stanford – Agent.*** Kathy has several years of experience in the management and administration of retail office and multifamily properties. Kathy works closely with the leasing and sales of several third party retail properties, as well as marketing several large tracts of undeveloped commercial land.
  
- ◆ ***Jim Taylor - Associate Broker.*** He has 21 years of sales and leasing experience in commercial properties with primary emphasis on office/warehouse, retail and office buildings. He is active in a number of professional organizations including the Birmingham Commercial Sales Club and Alabama CCIM Chapter.
  
- ◆ ***Ramona Underwood - Executive Assistant-Property Management Division.*** Ramona has over 40 years of administrative experience, with over 10 years in the insurance and banking industry. Her current duties include assisting with tenant relations, tenant maintenance concerns and in the overall administration of the Property Management Division.

## Residential Group

- ◆ **Phyllis Kelsey-Greene** – *Principal of Engel Realty Company, LLC & Senior Vice President of Engel Realty Company, LLC, Residential Group.* Phyllis has over 22 years of experience in multifamily, retail and commercial property management. She currently manages Engel’s Residential Group with a portfolio of properties consisting of approximately 3,700 apartment units located in Birmingham, Huntsville, Dothan, Prattville and Montgomery. Her responsibilities include owner relations, team building, property operations and creating and enhancing value in managed assets. Phyllis serves on the Board of Directors of the Birmingham Apartment Association and is an active member of the Greater Birmingham Apartment Association. Phyllis is an active member of the Greater Birmingham Apartment Association.
- ◆ **Jennifer Ansley** – *Vice President of Engel Realty Company, LLC, Residential Group.* Jenn has over 14 years experience in the Birmingham apartment industry with 8 years invested with Engel. Her responsibilities include assisting in the overall supervision of the Engel Residential Group portfolio of approximately 7,500 apartment units located throughout the State of Alabama, employee recruitment and training, portfolio marketing, owner relations, market assessment, acquisition and site management. She has also been recognized as the Greater Birmingham Apartment Association “Multi-Site Manager of the Year” in 2006 and honored as one of *The Birmingham Business Journal’s* “Top 40 Under 40” recipients in 2009.
- ◆ **William Matthew (Matt) Butler, CCIM** – *Senior Property Manager for Engel Realty Company, LLC, Residential Group.* Matt has over 14 years experience in property management and maintenance with Engel’s Residential Group. He currently supervises nearly over 1,200 units in Birmingham, Huntsville, Prattville and Dothan. In addition to property management, he is responsible for the management of the acquisition due diligence process, including site inspections, operation analysis, financial and market analysis.
- ◆ **Logan Davis, CPMS®** - *Marketing Director for Engel Realty Company, LLC, Residential Group.* Logan has 6 years experience in the Multi Family Industry. He assists in the overall supervision of the Engel Residential Group portfolio of approximately 3,700 units located throughout the state of Alabama. Logan is responsible for assisting with employee training & recruitment, market assessment, repositioning assets- specifically new acquisitions, rehabs/renovations, struggling properties and portfolio marketing. Logan obtained his Alabama Real Estate License in 2008 & received his Certified Property Management Specialist (CPMS®) in 2009 from the American School of Real Estate. He was awarded Marketing Director of the Year by the Greater Birmingham Apartment Association in 2010. Logan currently serves on the Board of Directors of The Greater Birmingham Apartment Association and is an active member of both Greater Birmingham & National Homebuilders Association.
- ◆ **Jeptol “Jepp” Hodges** – *Director of Maintenance for Engel Realty Company, LLC.* Jepp has over 25 years experience in the management and maintenance of retail, office and multifamily properties. He heads up the maintenance department for Engel Realty and has been a part of Engel’s team for over 25 years.

## Accounting Group

- ◆ ***Stephen H. Savincki*** - *Director of Accounting and Property Management Reporting.* Stephen has 7 years of progressive experience in all aspects of financial reporting. He is responsible for supervising and supporting the accounting personnel across residential, commercial, and corporate accounting and payroll. He works closely with top management, clients, and other outside parties to improve the accounting function as well as supporting the goals of the Company as a whole.
- ◆ ***Stewart Peavy*** – *IT Support.* Stewart is responsible for the support of commercial, residential, and corporate IT. Hardware support, software support, error resolution, and security administration are just a few of the many areas of focus daily.
- ◆ ***Linda Endsley*** – *Accountant (Commercial Properties).* Linda has been an employee of Engel for over 20 years. She has worked in all phases of the accounting process and is currently assuming responsibility for internal audit procedures within the accounting department. Her focus is on improving the accounting function Company wide and ensuring accuracy of monthly operating statements.
- ◆ ***Tracie Lucas*** – *Team Leader.* Tracie has over 15 years of combined experience in property management reporting on a corporate basis as well as onsite. She is currently responsible for 11 properties, which include payables, receivables, financial statement preparation and property management support.
- ◆ ***Deanna Yarbrough*** – *Executive Supervisor for Engel Realty Company, LLC, Accounting Department.* Deanna has been a part of Engel’s team for more than 8 years. Her responsibilities include administrative management for the Accounting Department Director, as well as handling payables, receivables and financial statement preparation for corporate accounting. She also assists in providing support for the residential and commercial headquarters.

**OFFICE BUILDINGS  
OWNED AND/OR MANAGED BY ENGEL**

<u>Name</u>	<u>Location</u>	<u>Square Feet</u>
Beacon Center	Birmingham, AL	111,555
Bluebonnet Centre	Baton Rouge, LA	72,000
Cahaba Park South	Birmingham, AL	80,000
Donahue Crossings I & II	Auburn, AL	45,000
Englewood – Chase Bank	Florida	3,280
Forest Park V	North Carolina	61,448
Forest Park X	North Carolina	61,151
Highpoint Office Center	Vestavia Hills, AL	99,385
Hoover Medical Plaza	Hoover, AL	16,000
Lakeshore Crossings	Birmingham, AL	56,275
Mall Boulevard	Auburn, AL	41,000
Meadow Lake Business Park	Birmingham, AL	34,700
Parkway Place	Birmingham, AL	21,000
Steiner Building	Birmingham, AL	<u>33,000</u>
	<b><i>Total Square Feet:</i></b>	<b><i>735,794</i></b>

**Office/Warehouse/Industrial  
LEASED AND/OR MANAGED BY ENGEL**

Oxmoor Center	Homewood, AL	150,000
Oxmoor Commons	Homewood, AL	142,000
Republic Industrial Park	Birmingham, AL	64,400
Riverchase Business Park	Hoover, AL	<u>178,535</u>
	<b><i>Total Square Feet:</i></b>	<b><i>534,935</i></b>

## RETAIL CENTERS

### OWNED AND/OR MANAGED BY ENGEL

<u>Name</u>	<u>Location</u>	<u>Square Feet</u>
ABC Center	Homewood, AL	10,000
Allison Bonnett Plaza	Hueytown, AL	61,400
Asbury Hills Plaza	Auburn, AL	18,700
Asbury Professional Center	Auburn, AL	14,000
Barrett Market Center	Kennesaw, GA	17,254
Center Point Center	Birmingham, AL	111,052
Crestline Corners	Mountain Brook, AL	8,700
Driftwood Plaza (and Condo)	Melbourne Beach, FL	73,955
Epps Village	Athens, GA	90,274
Foley Commons Shopping Ctr.	Foley, AL	56,984
Green Valley Village	Hoover, AL	70,500
Gulf Breeze Shopping Center	Pensacola, FL	93,000
Gulf Wind Shopping Center	Tallahassee, FL	121,500
Hampton Cove	Owens Crossroads, AL	45,662
Harbor Plaza	Delray Beach, FL	45,361
Heritage Square	Huntsville, AL	60,767
Jasper Village	Jasper, GA	95,006
Jupiter Farms	Jupiter, FL	84,331
Keystone Plaza	Pelham, AL	61,000
Mainstreet at Hampton Lakes	Florida	116,058
Mill Creek Shops	Brentwood, TN	24,589
Mitchell Crossings	New Port Richey, FL	74,150
North Beach Plaza	North Palm Beach, FL	95,548
Olde Village Englewood	Englewood, FL	46,088
Parking Deck Retail	Birmingham, AL	14,774
Poplar Square	Hiram, GA	46,700
Progressive Lighting	Kennesaw, GA	19,437
Promenade at Jones Bridge	Alpharetta, GA	38,330
Prominence Shops	Vestavia Hills, AL	25,203
Shoppes of Citrus Park	Tampa, FL	84,600
Shops of Hamilton Mill	Georgia	43,520
Southlake Village	Hoover, AL	56,796
Thompson Plaza	Alabaster, AL	16,800
Vestridge Commons	Vestavia Hills, AL	29,900
Village at Park Bridge	Alpharetta, GA	28,718
Village In Trussville	Trussville, AL	56,355
Village Square Shopping Center	Bessemer, AL	<u>13,300</u>

**Total Square Feet: 1,970,312**

**MULTI-FAMILY PROPERTIES  
OWNED AND/OR MANAGED BY ENGEL**

<u>Property Name</u>	<u>Location</u>	<u>Number Of Units</u>
Arboretum	Vestavia Hills, AL	170
Camelot	Dothan, AL	150
Chapel Park	Hoover , AL	116
Madison at Shoal Run	Shelby County, AL	276
Mayfair	Homewood, AL	274
Mountain Lodge	Vestavia Hills, AL	254
Quail Pointe	Huntsville, AL	184
River Place	Shelby County, AL	213
Stone Crossing	Huntsville, AL	276
Summerchase at Riverchase	Hoover, AL	240
Summerchase at Prattville	Prattville, AL	152
University Place	Birmingham, AL	139
Vestawood	Vestavia Hills, AL	64
Waterford Landing	Hoover, AL	220
Wellington Manor	Alabaster, AL	312
Woodbrook Trail	Alabaster, AL	200
Small Apt Bldgs of 50 units or less	Birmingham Metro Area	<u>530</u>

**Total Units: 3,770**

## PROPERTY ACQUISITIONS

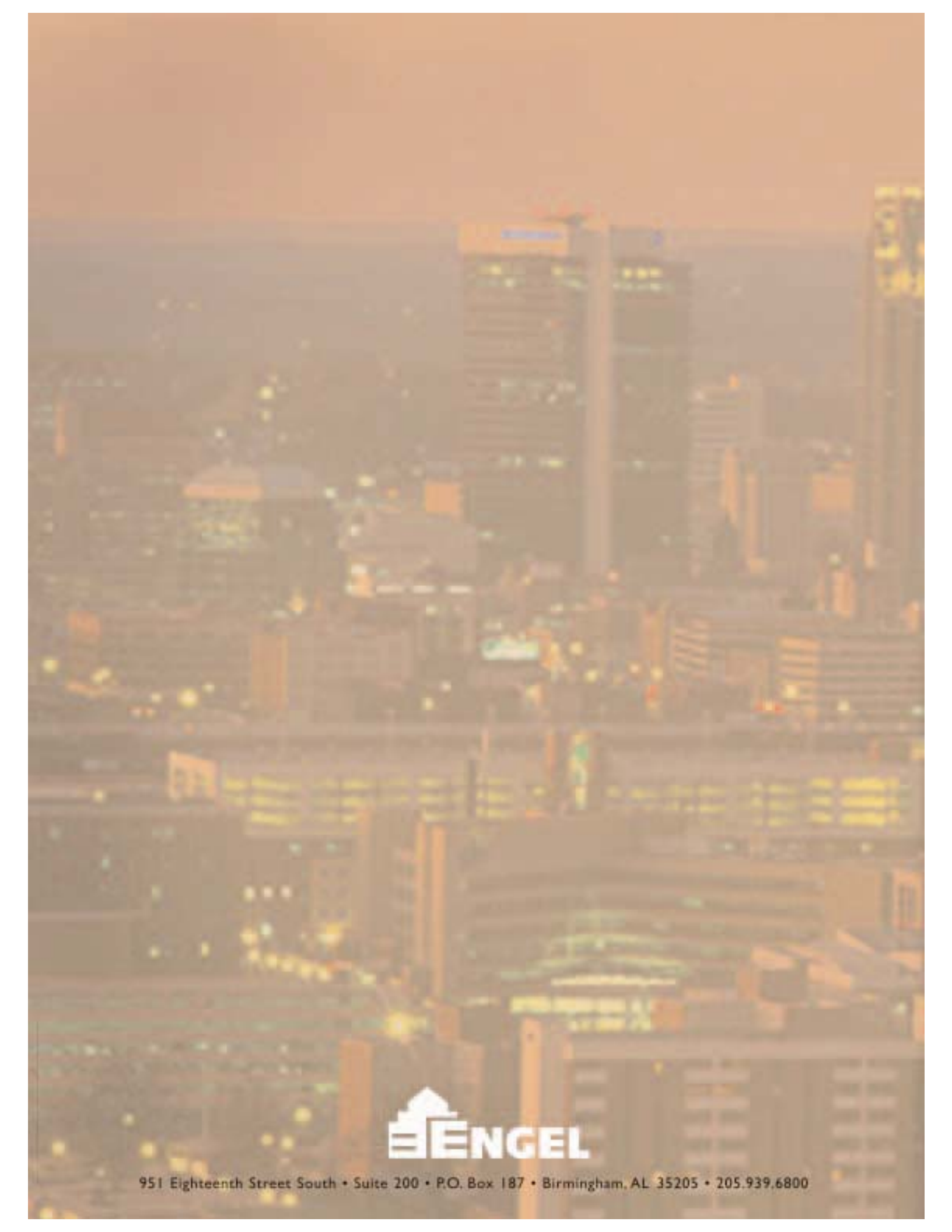
<u>Property Name</u>	<u>Property Type</u>	<u>Size</u>	<u>Location</u>	<u>Acquisition Date and Value</u>	
Gulf Wind	Shopping Center	121,500 sf	Tallahassee, FL	1989	\$ 3,000,000
Bruno's Centre	Shopping Center	119,200 sf	Birmingham, AL	1989	\$ 7,500,000
Southbrook	Multi-Family	150 units	Birmingham, AL	1994	\$ 3,200,000
Southside	Multi-Family	131 units	Birmingham, AL	1995	\$ 3,200,000
Beacon Center	Office Park	104,000 sf	Birmingham, AL	1998	\$ 4,500,000
Highland Tower	Multi-Family	118 units	Birmingham, AL	1998	\$ 4,500,000
Riverchase Business Park	Office/Service	177,000 sf	Birmingham, AL	1999	\$ 10,000,000
Brookstone	Multi-Family	250 units	Birmingham, AL	1999	\$ 6,500,000
Valley Centre	Office	36,000 sf	Birmingham, AL	1999	\$ 1,200,000
Summerchase	Multi-Family	240 units	Birmingham, AL	2000	\$ 13,050,000
Village On Lorna	Shopping Center	141,500 sf	Birmingham, AL	2000	\$ 14,500,000
Highland Point Plaza	Retail/Office	24,000 sf	Birmingham, AL	2000	\$ 2,200,000
University Place	Multi-Family	139 units	Birmingham, AL	2000	\$ 3,500,000
River Place	Multi-Family	213 units	Birmingham, AL	2001	\$ 9,400,000
Waterford Landing	Multi-Family	220 units	Birmingham, AL	2001	\$ 12,446,000
Bluebonnet Centre	Office	72,000 sf	Baton Rouge, LA	2001	\$ 7,200,000
Meadow Lake Business Park	Office/Retail	34,700 sf	Birmingham, AL	2002	\$ 3,835,000
Mobile Office Park	Office	100,000 sf	Mobile, AL	2002	\$ 3,800,000
Ridge Crossings	Multi-Family	720 units	Birmingham, AL	2002	\$ 38,000,000
Mountain Lodge	Multi-Family	254 units	Vestavia, AL	2003	\$ 12,300,000
Keystone Plaza	Shopping Center	61,000 sf	Pelham, AL	2003	\$ 3,000,000
Hoover Medical Plaza	Office Building	16,000 sf	Birmingham, AL	2004	\$ 1,400,000
Gulf Breeze	Shopping Center	93,000 sf	Pensacola, FL	2004	\$ 11,950,000
Hoover Court	Shopping Center	50,000 sf	Hoover, AL	2004	\$ 3,755,000
Aboretum	Multi-Family	170 units	Vestavia, AL	2005	\$ 7,710,000
Quail Pointe	Multi-Family	184 units	Huntsville, AL	2005	\$ 6,200,000
Village in Trussville	Shopping Center	56,355 sf	Birmingham, AL	2005	\$ 4,750,000
Thompson Plaza	Shopping Center	16,800 sf	Alabaster, AL	2006	\$ 815,000
Wellington Manor	Multi-Family	312 units	Alabaster, AL	2007	\$ 22,755,200
Camelot Apartments	Multi-Family	150 units	Dothan, AL	2007	\$ 5,200,000
Allison Bonnett Plaza	Shopping Center	63,000 sf	Hueytown, AL	2007	\$ 10,000,000
Stone Crossing	Multi-Family	276 units	Huntsville, AL	2007	\$ 11,800,000
Shelby Building	Office Building	43,000 sf	Vestavia Hills, AL	2007	\$ 4,500,000
Mayfair	Multi-Family	274 units	Homewood, AL	2008	\$ 25,650,000
Madison at Shoal Run	Multi-Family	276 units	Birmingham, AL	2008	\$ 16,300,000
Chapel Park Apartments	Multi-Family	116 units	Hoover, AL	2008	\$ 7,650,000

## SELECTED LIST OF INSTITUTIONAL AND CORPORATE CLIENTS

Aetna Casualty & Surety Company  
Arcis Investments, Inc.  
BellSouth Telecommunications, Inc.  
Birmingham Realty Company  
Bruno's Supermarkets, Inc.  
C S X Real Properties  
CapitalSouth Bank  
City of Birmingham  
Collins Group, LLC, Brooklyn, NY  
EBSCO Realty  
Fairway Investments, L.L.C.  
First Commercial Bank  
Frontier Bank  
GlassRatner Advisory & Capital Group, LLC  
Global State Investments USA  
ING Investment Management  
K.P.S. Group  
Liberty Mutual Life Insurance Company  
Liberty Mutual Real Estate Group  
LVR Real Estate Partners, LLC  
Marathon Corporation  
Metropolitan Life Insurance Company  
Nationwide Life Insurance Company  
Porter, White & Company  
Principal Life Insurance Company  
Regions Bank  
Teacher's Insurance and Annuity Association of America  
Thompson Tractor and Equipment Company  
USX Realty  
University of Alabama at Birmingham

## *INSTITUTIONAL REFERENCES*

<b>LVR Real Estate Partners, LLC</b> 4301 Anchor Plaza Pkwy, Suite 400 Tampa, Florida 33634	<b><i>Michael E. Spiker, CPA</i></b> Principal	(813) 349-8343
<b>Arcis Investments, Inc.</b> 2908 Bay to Bay Blvd. Tampa, Florida 33629	<b><i>Bruce D. Burdge</i></b> Principal	(205) 805-2110
<b>Red Mountain Bank</b> P.O. Box 381748 Birmingham, Alabama 35238	<b><i>Michael Washburn</i></b> President	(205) 313-8126
<b>Servisfirst Bank</b> 3300 Cahaba Road, Ste. 300 Birmingham, Alabama 35223	<b><i>Paul Schabacker</i></b> Executive Vice President	(205) 949-0302
<b>Nationwide</b> One Nationwide Plaza 1-34-01 Columbus, Ohio 43215-2220	<b><i>Irene Black, CPM</i></b> Manager-Real Estate Equity Assets	(614) 249-7061
<b>Principal Mutual Life Insurance</b> 801 Grand Avenue Des Moines, Iowa 50392	<b><i>Bruce K. Bruene</i></b> Commercial Real Estate Equities	(515) 283-5851
<b>Capmark Finance, Inc.</b> 33 Inverness Center, Suite 150 Birmingham, Alabama 35242	<b><i>Chad T. Hagwood</i></b> Sr. Vice President	(205) 991-6700
<b>The Collins Group, LLC</b> 1276 50 <sup>th</sup> Street, Suite 700 Brooklyn, New York 11219	<b><i>Ari Parnes</i></b> Principal	(718) 437-5400
<b>GlassRatner Advisory &amp; Capital Group, LLC</b> 3391 Peachtree Rd., Suite 110 Atlanta, Georgia 30326	<b><i>Pac Zachary</i></b> Senior Manager	(404) 835-8855



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