2011 UNC Real Estate Conference Attendees by Company

Dougherty Kevin AdVenture Development, LLC Brossy Trey American Asset Corporation Dye Joseph American Asset Corporation

Kenan Laine Arcapita

Shaffner Jim Atlantic Student Assets

Sonke Sarah AuctionFirst

Kimbro Christy AuctionFirst/Fonville Morisey

Horey Leo AvalonBay Communities

Felix Steve Aviva Investors Smithson Anthony **Babson College** Olls Bailey & Dixon, LLP Adam Bailey & Dixon, LLP Weisel Michael Barfield Amy Bank of America Neal Doug Bank of America Purdom Hunter Bank of America

Rutherford Drew Bank of America Corporate Workplace

Hicks Justin Bank of America Merrill Lynch Holladay Mathew Bank of America Merrill Lynch Pharr Jones Bank of America Merrill Lynch

Lash Pete **Beacon Partners** Richards Brian **Beacon Partners** Sandreuter **Beacon Partners** Gregg Stanley Chip **Beacon Partners** Upson **Emily** Bell Partners Inc Bell Durant Bell Partners Inc. Bell Bell Partners Inc. Ion Cannon **Joseph** Bell Partners Inc. Slater Bob Bell Partners Inc.

Bell Mary Grady BF LLC

Griffin Jr. Kent BioMed Realty Trust Geigerman Jenna BJAC Architecture

Block Norman Block & Associates Realty

Lackett Christopher BofA Merrill Lynch
DiLella Dan BPG Properties, Ltd.
Metzler Brian Brand Properties

Hanchrow David Bristol Development Group, LLC McSweeney Joseph **Brookwood Capital Partners** Sewell Lindsay **Brookwood Capital Partners** Kibbe Bill **Brookwood Construction** Brown Jr. Chester **Brown Investment Properties** Fowler Mike **Brown Investment Properties**

Locke Lindsay Builders of Hope

Ashley Stanley Bullock Mannelly Partners

Attendees by Company Burnett Real Estate

Burnett Mike Burnett Real

White Matt CAHEC

Turner Inscoe Cambridge Development Group Inc.

Purvis Will Cape Fear Commercial Wells Vin Cape Fear Commercial

Ackiss John Capital Advisors

Selig Scott Capital Assets Duke University
Penner Ethan Capital Partners, CBRE Investors

Borders Spencer **CB Richard Ellis** Chapman Heath **CB Richard Ellis** Glenn Jeff **CB RIchard Ellis** Kane Bryan CB Richard Ellis Andrew Kelton **CB Richard Ellis** Miller Butch **CB Richard Ellis**

Kempson Hal CBRE
Kilgore Ben CBRE
Crane Ryan CCM US

DeLoache George Church Street Partners
McClatchey Billy Church Street Partners, LLC
Callahan Sean Clark Realty Capital, L.L.C.
Jackson Marcus Colliers International

Houser Jim Compass Rose Associates, Inc.

Hughes Webster Cortview Capital
Rizzo Frank CoStar Group
McColl John Cousins Properties

Frost Jason Cousins Properties Incorporated

Seiters Jeff Covenant Capital Group Succop Briana Covenant Capital Group

Whyte Paul Credit Suisse AG Collins Crescent Resources Benjamin Gray Iohn Crescent Resources, LLC Hall Crescent Resources, LLC Elam Lambert Kevin Crescent Resources, LLC Brian Crescent Resources, LLC Natwick

Lay Scott Crosland Williams Austin Crosland

Drake Tommy Drake Commercial Properties

Falk-Tillett Kellie Drucker & Falk Skow Eric Drucker & Falk Barnette Drew Eastdil Secured McDonald Michael Eastdil Secured Williamson Raymond Eastdil Secured Garside Mark Edens & Avant **Edens & Avant** Iohnston Gordon

Attendees by Company

Edens & Ávant Judd Sam Fleming Neal **Edgemoor Development** Elm Street Development Dickens Russ Elm Street Development Flanagan David McJunkin Karen Elm Street Development Hanrahan Kevin Ernst & Young LLP

Ernst & Young, LLP Cumbie Stephen Exec. Director, Center for Real Estate Development

Bernstein Brad Fannie Mae **Thomas Ieff** Ferncroft Capital

Tiffany

Anderson Jim Fuller Land & Development, LLC

Gateway Bank Bowles Mark

Ayala Andrew GE

Neijna

Vinson Stephen Glenwood Development Company, LLC

Wood Leonard **GLJ** Partners Ecklund Michael **Gracchus Capital Robbins Granite Properties** Iohn

Butler **Jeffrey** Greencastle Capital Management

Chris Greystar MacNaughton Okulski Alex Greystar

Fuller **Greystar Real Estate Partners** Wes

W Clay **Grubb Properties** Grubb David **Grubb Properties** Klepser **Grubb Properties** Shem Ray Williams Todd **Grubb Properties** Grubb Gordon **Grubb Ventures**

Hill, CCIM Grubb&Ellis\Thomas Linderman Graham Garv

Cebina GS Carolina, LLC Ioe Page Tom GS Virginia, LLC

Miles Mike Guggenheim Partners, LLC

Harbert Management Corporation Pritchett Travis

Tom Harvey Realty Advisors Inc. Harvey Allison Shoffner Hawthorne Retail Partners Hood Hawthorne Retail Partners Sammy

Will Beam Heitman Carlo Dan **HFF**

Highwoods Properties Doubman David Hill III **Thomas Highwoods Properties** Liuzzo Carman **Highwoods Properties** Fritsch Edward **Highwoods Properties Inc** Penn Kevin **Highwoods Properties Inc** Hobbs Greg Hobbs Properties, Inc.

Webb III H. Thomas **HTWebbLLC**

Hunting Creek Fisheries Klinger Matt

Attendees by Company Hyde Street Holdings, LLC Healy Trish

Casper Craven **ING Real Estate** Lanigan Scott **Intelligent Buildings** Yee Ion **Intelligent Buildings**

Greg Iefferies & Co. Ingram Cantwell Mike **Iohnson Capital**

Moravec Alexandra JP Morgan Chase Bank

Prichard Allen K & L Gates

Gaylord Bonner **Kane Realty Corporation** Smith Mike Kane Realty Corporation

Aiken Mike Kenan-Flagler Business School Kenan-Flagler Business School Benson Matt Bergwerff Kenan-Flagler Business School **Jeremy** Blake Martha Kenan-Flagler Business School Bockenek Jason Kenan-Flagler Business School Brenneman Carter Kenan-Flagler Business School Kenan-Flagler Business School Bryan Iosh Bucklew Kim Kenan-Flagler Business School Bunn Churchill Kenan-Flagler Business School Burkert Tom Kenan-Flagler Business School Kenan-Flagler Business School **Byrnes** Rory Kenan-Flagler Business School Cannon Dac Kenan-Flagler Business School Carrison Henry Coblentz Scott Kenan-Flagler Business School Cornwell Lee Kenan-Flagler Business School Danford **Ieff** Kenan-Flagler Business School Davenport Rob Kenan-Flagler Business School **Dawes** Sheila Kenan-Flagler Business School Fenchuk **Jason** Kenan-Flagler Business School Fink Kenan-Flagler Business School Laura Fiscella Kenan-Flagler Business School Iohn Fisher Kenan-Flagler Business School Lynn Forker Valerie Kenan-Flagler Business School Frail Mollie Kenan-Flagler Business School Garza Eduardo Kenan-Flagler Business School Gerdts Adam Kenan-Flagler Business School Gourdine Andrea Kenan-Flagler Business School Halko Matthew Kenan-Flagler Business School Henney Matt Kenan-Flagler Business School Hines Andy Kenan-Flagler Business School Hyder Adam Kenan-Flagler Business School **Jennings** Kevin Kenan-Flagler Business School

Kenan-Flagler Business School

Kenan-Flagler Business School

Tim

Edward

Jezisek

Iohnson

Attendees by Company Kenan-Flagler Business School Kelly Win Kenan-Flagler Business School Klaber Bruce Kenan-Flagler Business School Kuppin Warner Lardiere Michael Kenan-Flagler Business School Caitlin Kenan-Flagler Business School Leary **Pardhav** Kenan-Flagler Business School Lingam McAdams Wes Kenan-Flagler Business School McAdams Wes Kenan-Flagler Business School McAtavev Michael Kenan-Flagler Business School McNassor Rachel Kenan-Flagler Business School Merritt Spencer Kenan-Flagler Business School Miller Craig Kenan-Flagler Business School Moister **Taylor** Kenan-Flagler Business School Vincent Kenan-Flagler Business School Monaco Moon Jason Kenan-Flagler Business School Moylan Heather Kenan-Flagler Business School Kristi Kenan-Flagler Business School Nootens North Kevin Kenan-Flagler Business School Nick Kenan-Flagler Business School Olaya Oslick Laura Kenan-Flagler Business School Kenan-Flagler Business School **Owens** Michael Kenan-Flagler Business School Pacala **Iames** Chris Kenan-Flagler Business School **Parsons** Patch Stewart Kenan-Flagler Business School Rathlev Iordan Kenan-Flagler Business School Rice Kevin Kenan-Flagler Business School Skena Michael Kenan-Flagler Business School Greg Kenan-Flagler Business School Spear Stoneburner Lewis Kenan-Flagler Business School Tav Kenan-Flagler Business School Cyril Valenzuela Daniel Kenan-Flagler Business School Howard Kenan-Flagler Business School Wang Wilborn Daniel Kenan-Flagler Business School **Tyler** Kenan-Flagler Business School Wyman Little **James Keystone Corporation Iovner** Garv Killpatrick Townsend & Stockton Massey Ross Land Design Inc

Gordon **Jacques** LaSalle Investment Management Mitchener Steve Lat Purser and Associates, Inc.

Lvnn Matt Lend Lease

Blythe Bryan Liberty Property Trust Sneeden Chris Lincoln Financial Group

Corkum LStar Kyle

Lux Annie Lux Market Strategy

Attendees by Company

Gribble Michael Madison Marquette

Bell Vic Marjan Ltd

Greene Carey Maverick Partners Realty Services, Inc. Wiese Brad Maverick Partners Realty Services, Inc.

McCraneySteveMcCraney PropertyBrooksBryanMedalist Capital

Brindell Jr Charles Mill Creek Residential Trust

Quinlivan Jeff MMC Group

Dyer Doug Morgan Creek Capital Management

JaaxGrantMorgan StanleySwanstromDanMorgan StanleyTolliverWillMorgan StanleyYoungCroftMorgan Stanley

Benson David Morningstar Properties, LLC Morris, CCIM John Morris Commercial, Inc.

Beidler David National Trust Community Investment Corp.

Shoemaker Anne NC Association of REALTORS

Myers Rebecca NC State

Rudisill Cathy Nelson Mullins

Killian Leon Nelson Mullins Riley & Scarborough

Bodycott Gene New Forum

Kosofsky Zack New South Properties

Stafford Harlan North Carolina State University

Patten Mark North State Capital
Smith Jonathan North State Capital
Barker Mark NorthLand Partners

Cowan Jr. Ross Northwood Investors LLC

Weber Matthew NV Commercial
Harrell Jimbo Oaklane Capital, LLC
Merritt John Optima Properties
Russell Bob PacificLife Real Estate

Bandini Jeffrey Parker Poe Adams & Bernstein LLP

Foster Michael Plante & Moran, PLLC Spears Andrew Pope & Land Enterprises Harris Jeffrey Post Properties, Inc.

Kempf Suzanne PPM Global Lofaro Winter PPM Global Sullivan Chuck Prologis Sullivan Chuck Prologis Clarkson John PRP

Hofheimer TJ PRP Real Estate Investment Management

Hylton Jordan Prudential Real Estate Investors
Pratt Roger Prudential Real Estate Investors
Ziegler Jessica Prudential Real Estate Investors

Attendees by Company

Sevilla Carla PulteGroup, Inc

Bracken David Raleigh News & Observer

Miller Doug RBC Bank

LeeStephenRBC Capital MarketsMoodyEricRBC Capital MarketsWagnerCraigRBC Capital MarketsWhiteBobReal Capital AnalyticsLindemann IIIAlbertRedan Capital Partners

Nagel Kelly Regency Centers Widmayer Chris Regency Centers

Anderson Deborah Retired

Werb Stanley Rivercrest Realty

Klaitman Jason Rivercrest Realty Investors, LLC

Williams Eric Robertson & Foley

Soliman Sam Safe Harbor Family Capiltal, LLC

Hess Steve Scientific Properties William Scientific Properties Spransy Standen Andv Searchlight Enterprises Bartlett Tucker Self-Help Ventures Fund Poole Grey Selwyn Property Group Senkbeil Associates Senkbeil Tom Sereo Group, Inc. Hartzell Jr. David Sereo Group, Inc. Newitt Lee Sereo Group, Inc. Poindexter Matt Speckman Eric Sereo Group, Inc. Holmes Randy Seven Oaks Company Vovles Bob Seven Oaks Company

Eisenbeis Mark SF Capital

Simpson Jim Simpson Investors Maiorano Wayne Smith Anderson

Cornwell Steve Spangler Companies, Inc.
Boylan John Spectrum Properties
Kane James Starwood Capital Group

Parker Josh TBL Group

The Boulevard Company Branch Chris The Boulevard Company McArthur **I**ason Pardue David The Dacourt Group, Inc. Ashton Zach The Dilweg Companies Smith Stephen The Fresh Market, Inc. Snider Britt The IBG Companies Munn Mike The John R. McAdams Co.

McAdams John The John R. McAdams Company

McAdams John The John R. McAdams Company

Lawler Andrew The Keith Corporation

Attendees by Company

Baker James (Jim) The Lundy Group, Inc.

Marquardt Dan The Marquardt Group, LLC

Saliba Josh The Preiss Company

Rodgers, Jr. Clifton (Chip) The Real Estate Roundtable

Stoddard Anne The Stoddard Group
Ussery John The Ussery Group
Ussery Johnny The Ussery Group
Roth Chris Trammell Crow
McDonald Angus Tri Properties, Inc.

Ofsanko Jason Triad Commercial Properties Schultz, Jr., SIOR John Triad Commercial Properties Woltz William Triad Commercial Properties

Bortz Scott tribek properties Hamilton Blanton Tribek Properties

Rhodes Jack TriMont Real Estate Advisors

Collier Walker Trinity Capital

Herr Scott Trinity Capital Advisors

Adams David Trinity Partners
Allen David Trinity Partners
Conway Peter J Trinity Partners
Mileham Dunn Trinity Partners

Harshbarger Rodgers UNC Management Company Merklein Gordon UNC Real Estate Development

Morris Heather UNC, DCRP Owen James UNC, DCRP Eklund Brika UNC, MCRP

Tomasulo Matt UNC, MCRP/MLA

Hegeman Terri University of North Carolina at Chapel Hill Mann Richard University of North Carolina at Chapel Hill

Weathersbee Sandy Urbane Properties, LLC

Barrows Ray Verde Apartment Communities

Taylor Jessica Villanova University Broemer James WelCor Development

HerzogMelissaWells FargoHollandAndyWells FargoSchwartzCynthiaWells Fargo

Begovich Rick Wells Fargo Bank, N.A. Alexander Bruce Wells Fargo Private Bank

Jerrigan Trent Womble Carlyle Sandridge & Rice

Durkin Jerry Wood Partners
Siegel Carter Wood Partners
York George York Properties
York Smedes York Properties, Inc.
York Matt York Properties, Inc.

Attendees by Company Zapolski Real Estate, LLC

Jones Sabrina Liles Zapolski Real Estate, LLC Marc Zapolski Todd Zapolski Real Estate, LLC Ashley Valle Ball Terry Barker Tom Fetter Kris Foley Paul Adam Golden Andy Heath Lomax Henry Mueller MLReynolds Fairfax Rojas Ric Roth MKay