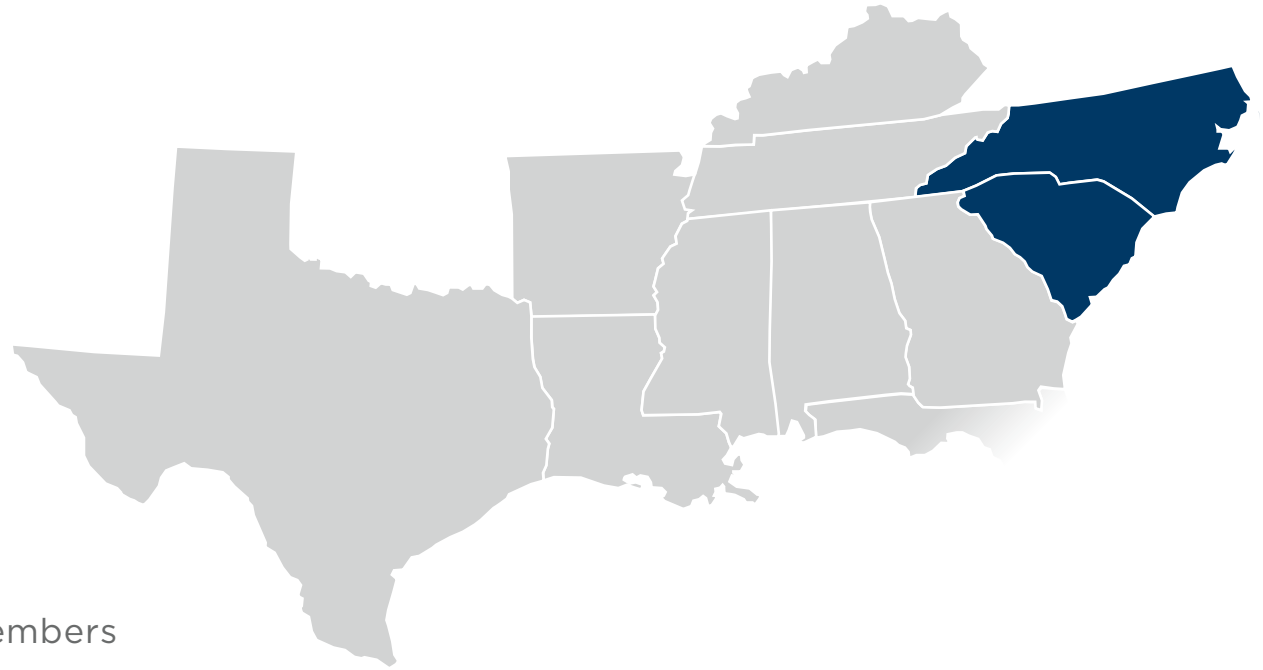




# CAROLINAS MULTIFAMILY ADVISORY TEAM



**2** / States  
**18** / Advisors  
**31** / Team Members



## **\$3.73B** CAROLINAS 2022 SALES VOLUME



**#1**  
Carolinas  
Market Share\*



**124**  
Deals Closed  
in Carolinas



**23K**  
Carolinas  
Units Sold

\* CoStar broker-attributed 2022 sales in NC & SC, reported through November.

## Carolinas Institutional



### **MICHAEL SACLARIDES**

Senior Director  
+1 704 620 6000  
michael.saclarides@cushwake.com



### **LOUIS SMART**

Director  
+1 704 518 1152  
louis.smart@cushwake.com



### **DEVIN BRYAN**

Associate  
+1 704 620 6011  
devin.bryan@cushwake.com



**Ardmore King's Grant & Ardmore Cates Creek**  
Charlotte & Raleigh, North Carolina  
627 Total Units // Built 2015 & 2016

“With a large team of professionals organized by specialization, to cover both the primary and secondary markets within this region as well as the institutional and non-institutional assets, our Carolinas Team offers the most comprehensive multifamily investment sales platform with extensive investor reach and access to a wide variety of investment opportunities.”

- Michael Saclarides







**Waypointe West**  
Charlotte, North Carolina  
192 Units // Built 2021



**Woodlands Landing Echo Farms**  
Wilmington, North Carolina  
176 BTR Units // Built 2020



**Broadstone Ingleside**  
North Charleston, South Carolina  
336 Units // Built 2021



**NOVO Mauldin**  
Greenville, South Carolina  
330 Units // Built 2021



**Monty**  
North Charleston, South Carolina  
300 Units // Built 2021



**Retreat at Arden Farms**  
Asheville, North Carolina  
312 Units // Built 2021



**The Holston**  
Asheville, North Carolina  
238 Units // Built 2022



**Mosby University City**  
Charlotte, North Carolina  
309 Units // Built 2021



**Anker Haus**  
Charlotte, North Carolina  
49 BTR Units // Built 2020

## North Carolina

**PAUL MARLEY**

Vice Chair  
+1 919 439 5155  
paul.marley@cushwake.com

**ALEX MCDERMOTT**

Executive Managing Director  
+1 704 620 6004  
alex.mcdermott@cushwake.com

**HUNTER BOWLING**

Senior Director  
+1 919 645 3396  
hunter.bowling@cushwake.com

**RICHARD MONTANA**

Senior Director  
+1 336 821 3831  
richard.montana@cushwake.com

**TED LEE**

Associate  
+1 704 620 6120  
edward.lee@cushwake.com

**LANEY ORR**

Associate  
+1 919 505 1299  
laney.orr@cushwake.com

**RHODES MARLEY**

Senior Associate  
+1 919 439 5170  
rhodes.marley@cushwake.com

**GAVIN CONLON**

Associate  
+1 704 802 7281  
gavin.conlin@cushwake.com

**BO MCHUGH**

Associate  
+1 919 792 6143  
bo.mchugh@cushwake.com



**North Oaks Landing**  
Raleigh, North Carolina  
200 Units // Built 1980

“Spanning multiple offices across North Carolina, our team works cohesively to maximize our clients’ investments in the dynamic Carolinas multifamily market. Our comprehensive platform is able to efficiently reach and service the needs of the multitude of opportunities available throughout the region.”

- Paul Marley







**Pointe at Irving Park**  
Greensboro, North Carolina  
198 Units // Built 1987



**Flats at Arrowood**  
Charlotte, North Carolina  
301 Units // Built 1974



**Preserve at Pine Valley**  
Wilmington, North Carolina  
219 Units // Built 1974



**Axiom**  
Charlotte, North Carolina  
202 Units // Built 1987



**The Avenue**  
Greensboro, North Carolina  
503 Units // Built 1972



**Marquis Gardens**  
Durham, North Carolina  
400 Units // Built 1972



**Deerbrook**  
Wilmington, North Carolina  
252 Units // Built 1999



**The Cypress & The Willow**  
Greensboro, North Carolina  
380 Units // Built 1986 & 1988



**Lynnwood Park**  
Raleigh, North Carolina  
152 Units // Built 1982

## South Carolina



### AUSTIN GREEN

Executive Managing Director  
+1 704 620 6007  
austin.green@cushwake.com



### JOHN PHOENIX

Senior Director  
+1 704 916 7154  
john.phoenix@cushwake.com



### LOUIS SMART

Director  
+1 704 231 2551  
louis.smart@cushwake.com



### RICHARD GORE

Senior Associate  
+1 704 918 1149  
richard.gore@cushwake.com



### TYLER FISH

Senior Associate  
+1 843 996 1216  
tyler.fish@cushwake.com



### PAT O'BRIEN

Associate  
+1 704 620 6136  
pat.obrien1@cushwake.com



### LEVI WALTERS

Associate  
+1 843 790 8957  
levi.walters@cushwake.com



**Exchange at Windsor Hill**  
North Charleston, South Carolina  
312 Units // Built 2020

“Our South Carolina Team specializes in providing unmatched expertise with unique market insights to serve clients throughout this growing region. In addition to serving the primary markets, we focus on the secondary and tertiary cities, bringing a depth of product and market knowledge while offering a first-class client experiences.”

- Austin Green







**Upstate Value-Add 5 Portfolio**  
Greenville & Spartanburg, South Carolina  
912 Units // Built 1974-1986



**Main Street 4 Portfolio**  
Columbia, South Carolina  
176 Units // Built 1903-1940



**Spyglass Seaside**  
Charleston, South Carolina  
294 Units // Built 2016



**Lively at Carolina Forest**  
Myrtle Beach, South Carolina  
305 Units // Built 2017



**5000 Forest**  
Columbia, South Carolina  
126 Units // Built 2014



**Lively Indigo Run**  
Ladson, South Carolina  
302 Units // Built 2018



**Granby Oaks**  
West Columbia, South Carolina  
148 Units // Built 1973



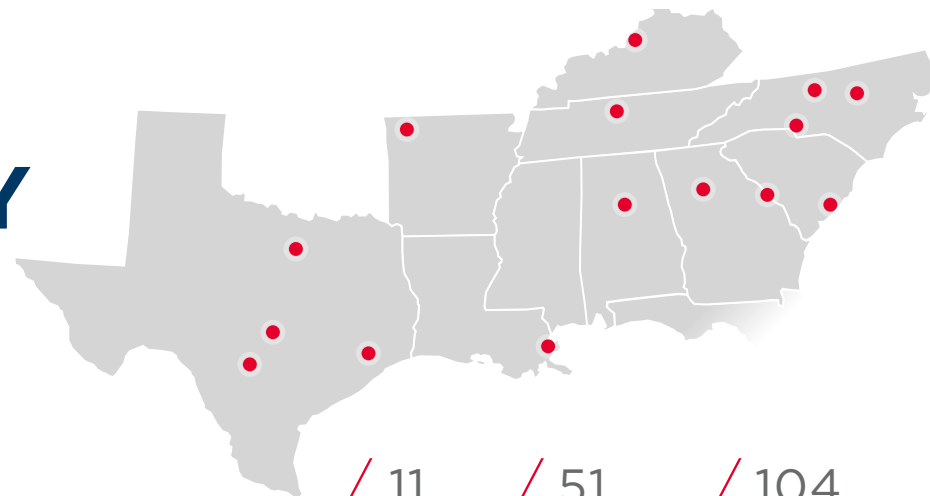
**Park West**  
Greenville, South Carolina  
359 Units // Built 1972



**Seaside Grove at Carolina Forest**  
Myrtle Beach, South Carolina  
312 Units // Built 2002



# SUNBELT MULTIFAMILY ADVISORY GROUP



## / SUNBELT INSTITUTIONAL

### ROBERT STICKEL

Executive Vice Chair

### ALEX BROWN

Executive Managing Director

### ASHLYN WARREN

Director

## / SUNBELT BTR

### CRAIG HEY

Vice Chair

### PARKER CALDWELL

Director

### NELSON ABELS

Executive Managing Director

### LOUIS SMART

Director

### ALEX PHILLIPS

Director

### JOHN CARR

Managing Director

### GRANT RAYMOND

Senior Director

## / ATLANTA

### MIKE KEMETHER

Executive Vice Chair

### TRAVIS PRESNELL

Executive Managing Director

### NATHAN SWENSON

Executive Director

### WESLEY KENNEY

Managing Director

### BROOKS COLQUITT

Managing Director

### WESLEY LACEFIELD

Director

### JAMES WILBER

Director

## / GEORGIA

### TAYLOR BIRD

Executive Managing Director

### NELSON ABELS

Executive Managing Director

### AUSTIN WEATHINGTON

Director

## / NORTH CAROLINA

### PAUL MARLEY

Vice Chair

### ALEX MCDERMOTT

Executive Managing Director

### MICHAEL SACLARIDES

Senior Director

### HUNTER BOWLING

Senior Director

### RICHARD MONTANA

Senior Director

### LOUIS SMART

Director

## / SOUTH CAROLINA

### AUSTIN GREEN

Executive Managing Director

### JOHN PHOENIX

Senior Director

### LOUIS SMART

Director

## / GULF STATES

### CRAIG HEY

Vice Chair

### ANDREW BROWN

Executive Director

### PARKER CALDWELL

Director

## / ARKANSAS

### MARTIN BYNUM

Director

### CRAIG HEY

Vice Chair

## / LOUISIANA

### MIKE KEMETHER

Executive Vice Chair

### LARRY SCHEDLER

Principal, Larry G. Schedler & Associates

11  
States

51  
Advisors

104  
Team Members

## / TENNESSEE

### TYLER MAYO

Managing Director

### IAN ANDERSON

Director

### TAYLOR BIRD

Executive Managing Director

### NELSON ABELS

Executive Managing Director

## / KENTUCKY

### MIKE KEMETHER

Executive Vice Chair

### CRAIG COLLINS

Senior Director,  
Commercial Kentucky

## / TEXAS

### JOHN CARR

Managing Director

### BEN FULLER

Managing Director

### GRANT RAYMOND

Senior Director

### ASHER HALL

Senior Director

### TEDDY CHILDERS

Senior Director

## / SUNBELT LAND

### ALEX PHILLIPS

Director



# #1

Sunbelt  
Market Share\*



# \$11.1B

2022 Total  
Sales Volume



# 360

Deals Closed  
in 2022



# 60K

Units Sold  
in 2022

\* CoStar broker-attributed 2022 sales in AL, AR, FL, GA, KY, LA, MS, NC, SC, TN and TX, reported through November.