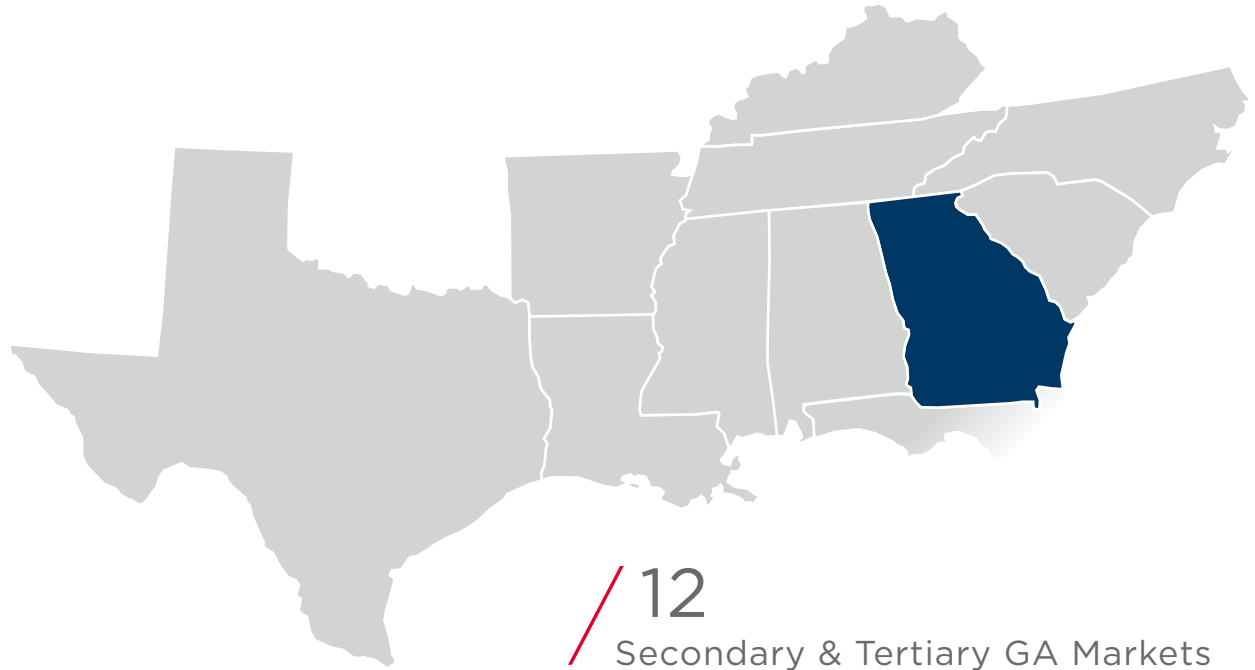




GEORGIA MULTIFAMILY ADVISORY TEAM



5
Advisors

10
Team Members

12
Secondary & Tertiary GA Markets



\$1.1B GREATER GEORGIA 2022 SALES VOLUME



#1
Greater GA
Market Share*



53
Deals Closed
in Greater GA



7,530
Greater GA
Units Sold

* CoStar broker-attributed 2022 sales in Georgia, excluding Atlanta, reported through November.

Georgia



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LAURA AYLOR

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Mariner Grove
Savannah, Georgia
320 Units // Built 2016

“The Georgia Team specializes on serving the secondary and tertiary markets throughout Georgia, focusing on all asset types within these growing cities. Bolstered by a high-level perspective within this unique regional group, our geographic specialty allows us to provide unmatched market knowledge and superior transfer of capital through our client-driven approach.”

- Taylor Bird





Thomaston Crossing
Macon, Georgia
250 Units // Built 2014



The Preserve at Columbus Park
Columbus, Georgia
300 Units // Built 2012



Riverstone
Augusta, Georgia
328 Units // Built 2014



Buccaneer Trace
Savannah, Georgia
228 Units // Built 1986



Osprey & Heron on the Bluffs
Savannah, Georgia
297 Units // Built 1987



Latitude 30
Valdosta, Georgia
131 Units // Built 1996



Landings at North Ingle
Macon, Georgia
140 Units // Built 1982



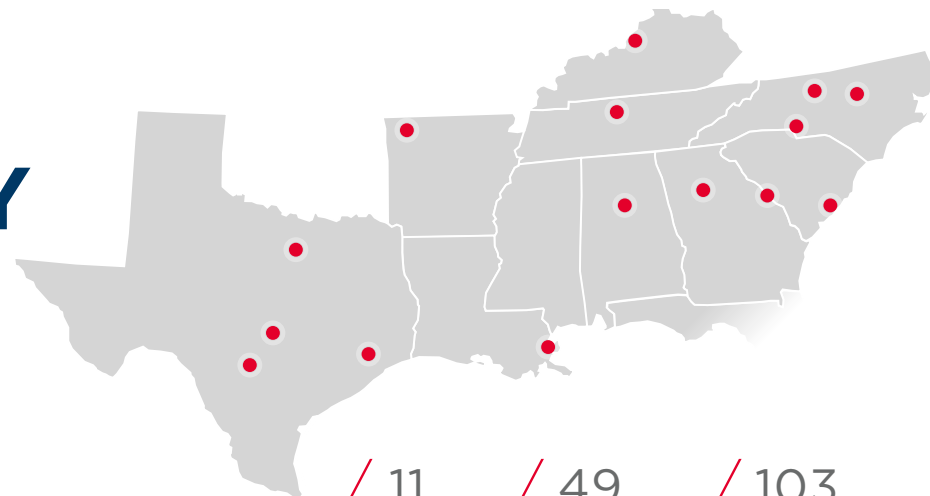
Pine Ridge
Albany, Georgia
240 Units // Built 1980



Westminster Club
Brunswick, Georgia
1973 Units // Built 1956



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

49
Advisors

103
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.