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JBM *of* **Marcus & Millichap**
NATIONAL MULTI HOUSING GROUP



AN ESTABLISHED LEADER

As senior director of Marcus & Millichap's National Multi Housing Group (NMHG), Jamie B. May and his team provide boutique investment advisory and brokerage services exclusively focused in the multifamily sector.

JBM is well established as one of the nation's premier multifamily housing brokerage teams. We have closed over \$5 billion in transactions and rank as one of the nation's top 15 brokerage teams by transaction volume. Collectively, JBM has participated in total volume in excess of \$10 billion, and has one of the highest per-broker annual average sales volumes in the industry. We have attained a dominant position in many of the Southeast markets we serve, in some instances brokering the sale of over 70 percent of all transactions. Additionally, we hold multiple positions on the top 20 list for sales closed in the Southeastern United States by both price-per-unit and absolute sales price.

Our team of qualified multifamily specialists offers the most thorough, in-depth knowledge and on-the-ground experience in evaluation, underwriting, property operation, rent & sale comparison, and exposure in the capital markets. Continuing a strong legacy of excellence in representation, JBM is a proven and trusted leader in the multifamily industry that integrates its experience and expertise with Marcus & Millichap's industry-leading resources and capabilities.

Marcus & Millichap's National Multi Housing Group (NMHG) has closed more than \$35 billion in major apartment sales during the past five years alone. The NMHG combines unparalleled local market expertise with the industry's leading national marketing platform to achieve superior results for private and institutional investors throughout the country. The NMHG is among the industry's leading providers of multifamily research, advisory services and investment sales with highly qualified and experienced multifamily experts nationwide.

"Jamie May and his team are one of the best brokerage teams I have ever worked with. Selling one of the largest properties in Florida is always a challenge and doing so during a market downturn caused by hurricanes and increasing insurance rates is nothing short of amazing. The JBM team is professional, sharp and aggressive."

THOMAS GOCHBERG
CO-FOUNDER
TGM ASSOCIATES L.P.



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SPECIALIZED FOCUS WITH INDUSTRY LEADING RESOURCES

We combine a targeted approach with leading-edge resources to bring an unparalleled perspective and focus to everything we do. Our market expertise is unsurpassed and we excel in the analytical evaluation, marketing and disposition of institutional grade portfolios and single large apartment communities. Additionally, our team's broad reach and strong relationships within the industry assures regular contact with all local, regional, private national, domestic and foreign institutional investors. This includes Wall Street equity and debt providers. Our market niche allows us to concentrate on our core business, funneling our efforts on class A, B and C properties built after 1980.

JBM brings the strength of its relationships as well as Marcus & Millichap's long-term industry leadership and extensive investor relationships to each assignment.

Oasis at Naples

“By using their unparalleled investor contacts and superior market knowledge they were able locate the right purchaser and pushed the deal from start to closing in just eight days. Unbelievable! I can't wait to call upon JBM again!”

ROBERT FORLOINE
PRESIDENT
INTERNATIONAL CAPITAL CORP.

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The Preserve at Colony Lakes



“The JBM team was the unanimous choice of our selection committee. Their presentation and collateral materials beat the competition hands down. Their handling of the sales process proved we made the right choice ... I would enthusiastically recommend the JBM team for apartment dispositions.”

BARRY GREENFIELD
VICE PRESIDENT & CHIEF FINANCIAL OFFICER
OPUS SOUTH



LEADERSHIP PROVIDES INTRICATE RESOURCES

JBM team members have collectively been involved in the brokerage, advisory, acquisitions, dispositions, lending, syndication and management of over 45,000 units. Our gifted team of specialists brings over 80 years of experience to the table, giving us the competitive edge throughout the disposition process, minimizing and managing any possible objections. We strive to maintain the continued momentum of the sales process up to and through closing by showcasing the positive attributes and accoutrements in a competitive atmosphere, all within a shortened time frame.

Our efforts are enhanced and supported by Marcus & Millichap’s leading-edge market research and the investor relationships of highly experienced, senior multifamily agents across the country.



Summer Cove





“The JBM team has earned repeated assignments from Tarragon by the sheer force of their performance – timely, dogged, thorough, professional and effective. But we have also come to rely on them for background information, local color and general advice.”

WILLIAM S. FRIEDMAN
PRESIDENT & CEO
TARRAGON REALTY INVESTORS, INC.

BEST-IN-INDUSTRY PRACTICES

Utilizing effective relationships with several of the leading organizations affiliated with the multifamily industry assures access to timely and accurate market information, providing our clients with the competitive edge necessary to stand out from the crowd. We are also proud sponsors of and active participants within the elite National Multi Housing Council (NMHC) and the Pension Real Estate Association (PREA).

“We know how to create value and pride ourselves on being able to give candid, strategic, and timely advice both prior to and during the marketing process.”

JAMIE B. MAY (JBM)
SENIOR DIRECTOR
NATIONAL MULTI HOUSING GROUP



The Ashlar



KEEN EYE FOR THE DEAL

JBM of Marcus & Millichap has one of the best vantage points in the market. Every day, we receive dozens of indications of where local and national markets are heading, and as a result are able to adjust marketing strategies accordingly. We are experts not only in selling Class-A properties, but also in finding value-add opportunities, niche market operations and helping distressed properties maximize their value. Our team believes that every deal is unique and that every market cycle requires fresh approaches.

OUR CLIENTS

We have represented numerous international and national institutions, pension funds, pension fund advisors, sovereign funds, REITs, insurance companies, private national and regional principals, opportunity funds, TIC funds and tax-exempt investors throughout the Southeast region.

Our clients include:

- Heitman Capital Management
- Fairfield Residential LLC
- Paramount Companies
- Tarragon Realty Investors
- Opus South
- TGM Associates
- ING Clarion
- Forest City Residential
- BH Equities
- Berkshire Property Advisors
- Benchmark Group
- Henderson Global Investors
- Related Companies of Florida
- Equity Residential
- CMS
- TA Associates Realty
- UDR
- CAPREIT
- Sawyer Realty Group
- Waterton Associates
- Jupiter Realty Corporation
- Landmark Residential
- Concierge Asset Management
- The Laramar Group
- The Related Group
- AIMCO



“When thinking about the JBM team and their capabilities throughout the marketplace, I think of one word: Excellence.”

Monterrey

DAVID CARLSON
ASSISTANT VICE PRESIDENT
EQUITY RESIDENTIAL

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UNSURPASSED MARKETING MATERIALS

JBM of Marcus & Millichap's goal is to achieve the highest sales price possible, in a compressed time schedule. We accomplish this through the implementation of a comprehensive, national marketing campaign that will showcase the property in a controlled and professional format. This will be brought to the attention of a national and international audience of qualified investors. We take great pride in the intensity of the entire marketing process and the level of detail we provide in all of our marketing materials, which are described below.

“Working with JBM and his team was just how it was described at the beginning of the relationship. Their work and presentation material was the best I have ever seen in the business and most importantly they hit the strike price per unit that we were looking for. Thanks JBM for a job well done!”

JERRY RICH
IBIS CLUB APARTMENTS



1. Announcement Mailer:

The postcard mailer includes a photo of the property and summary of the offering. The card drives prospective purchasers to the property website within the Available Properties section of www.jbmofmm.com, where investors can gain more in-depth information on the property offering including access to the full Offering Memorandum.

2. Offering Brochure:

The full-color, bi-fold Offering Brochure is created as a quick-look, condensed version of the Offering

Memorandum. The Offering Brochure includes summarized information about the property, including investment details, condensed proforma, bulleted area highlights and maps to reach the property. The Offering Brochure is designed for easy comprehension and quick distribution via mail or electronically.

3. Offering Memorandum:

Our in-house marketing department creates a full-color, full-coverage Offering Memorandum. The Offering Memorandum contains all the comprehensive offering details and

underwriting information necessary for interested investors to submit a qualified bid on the offering. The Offering Memorandum is distributed in hard-copy and digital format to a multitude of qualified investors.

4. Property Website:

JBM creates an individual webpage for each institutional listing accessible from www.jbmofmm.com. The webpage includes extensive property information including the offering summary, a virtual tour, photo gallery, investment highlights, property attributes, market overview, area information, digital

offering memorandum and brochure, and a downloadable confidentiality agreement.

5. Confidential Document “Warroom”:

From the Property's individual site on www.jbmofmm.com, clients can access detailed due diligence materials through the property's password-protected and confidential “warroom.”

6. Property Virtual Tour:

Virtual property tours are offered in select markets and feature a full 360-degree virtual tour of the property,

a slideshow of still images and a narrated description of the property throughout the tour. The virtual tour enables potential purchasers to view the property prior to offer deadline in the event that they cannot make it for an in-person tour. Links to the tour are displayed on our online property site and by email teasers for easy access.

7. Email Blast Campaigns:

The email campaigns include email teasers that include a concise investment summary, interactive executive summary Flash presentation, photos and direct links to access more information

through the property's webpage. Emails are distributed on an as-needed basis throughout the marketing process to our database of more than 8,000 qualified investors.

8. Road Show Campaigns:

In addition, our property marketing efforts are literally taken out ‘on the road’ every month as we travel to visit the top institutional owners nationwide, allowing for the maximum exposure of your assets directly to key acquisitions executives.



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“A very talented, hard-working group of professionals who strive to serve their clients’ needs. We have been very pleased with the superior performance and attention to detail. We look forward to engaging JBM for future assignments.”

KEITH HARRIS
SENIOR VICE PRESIDENT
THE LARAMAR GROUP

Jamie B. May (JBM)
Senior Director
Marcus & Millichap
National Multi Housing Group