



IN THE NEWS

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ARA Expands North Carolina Operations with Opening of Raleigh-Durham Office

Although a Dominant Player in the Market for Over Two Decades, a Vibrant Economy and Increasing Institutional Acceptance Make this Market a Strategic Location for ARA

Chapel Hill, NC (August 6, 2013) – Atlanta-headquartered ARA, the largest privately held, full-service investment advisory brokerage firm in the nation focusing exclusively on the multihousing industry, announces the opening of its newest office in Raleigh-Durham, North Carolina.

The new office marks ARA's 29th location and further enhances ARA's national market coverage that spans from California to Massachusetts providing ARA's clients with coast-to-coast market expertise.

ARA's Sean Wood, who has transacted more than \$3 Billion in multifamily transactions in the Carolinas since 2007, will head up the opening of the Raleigh-Durham office. Wood and his team in Raleigh-Durham will continue to work seamlessly with partners Blake Okland, Dean Smith and John Heimburger in Charlotte. Already a dominant player in the Triangle Market for over two decades, ARA's Charlotte and Raleigh-Durham offices will work jointly and

seamlessly to bring multifamily investment opportunities to their clients throughout North and South Carolina.

According to ARA Charlotte Principal Blake Okland, “We have been active in the Triangle market for years and have watched the area grow in national presence. The economic fundamentals are strong, as the area has worked hard to cultivate and diversify its business bases to include research and development, technology, education, healthcare, and government.” Further, Okland stated, “as our practice matures and we continue to service a high amount of volume in the market, Sean’s experienced presence in Raleigh-Durham will allow us to better service our clients providing both regional and local expertise through the platform.”

Wood added, “The Triangle market’s vibrant economy and increasing institutional acceptance as a core investment market make Raleigh-Durham a strategic location for ARA. Demand for multifamily product has not waned and it continues to be driven by the state’s many positive attributes that include its diverse economic base, favorable cost of living, and quality of life amenities that continue to attract businesses and new residents alike.”

To schedule an interview with an ARA executive regarding this transaction or for more information about ARA, nationally please contact Lisa Robinson at lrobinson@ARAUSA.com, 678.553.9360 or Amy Morris at amorris@ARAUSA.com, 678.553.9366; locally, Cassandra Rusnak at rusnak@ARAUSA.com or 704.379.1987.

About ARA

Atlanta-headquartered ARA is the largest privately held, full-service investment advisory firm in the nation that focuses exclusively on the brokerage, financing and capital sourcing of multihousing properties including conventional, affordable, distressed assets, notes sales, seniors, student & manufactured housing and multihousing land. ARA is comprised of the country’s top investment professionals who leverage a unique and fully integrated cooperative business platform of shared information, relationships and technology driven solutions. ARA’s unified enterprise approach ensures that clients are delivered the broadest asset exposure, effective matching of buyers and sellers, and the shortest transaction timeframes in the industry. The combination of resources, unparalleled market expertise and nationwide presence in the multihousing marketplace resulted in an annual production volume of \$9.5 billion in real estate

transactions in 2012. For detailed information on ARA's extensive multihousing investment services, visit www.arausa.com.
