



IN THE NEWS

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ARA's Roster Expands in Northwest Market with Addition of Industry Veteran Marty Leith
Former Hendricks-Berkadia Associate Partner will team up with ARA's Gail Neuburg

Seattle, WA (April 7, 2014) — Atlanta-headquartered ARA, the largest privately-held, full-service investment advisory brokerage firm in the nation focusing exclusively on the multihousing industry, is pleased to announce that Marty Leith has joined ARA as a Managing Broker and will be based in ARA's Seattle office.

Marty's recent experience as an Associate Partner with Hendricks-Berkadia and prior position as First VP for Kidder Mathews' Multifamily and Investment Sales division, has given him a strong working knowledge of the Seattle multifamily investment market. He is known for his professionalism and diligence and will bring these qualities, along with his vast experience to the benefit of ARA's clients and existing northwest team.

With more than 14 years of brokerage experience in the multifamily space, Marty has sold over \$750 million of assets in the Seattle MSA for a variety of clients, including institutional and private investors. He is a member of ULI (Urban Land Institute), Washington State Commercial Association of Realtors, Rental Housing Association of Puget Sound and a CCIM (Certified Commercial Investment Manager)

candidate. Before embarking on a career in real estate, Marty was a Class “A” PGA golf professional for ten years.

Marty will partner with ARA’s Portland-based Gail Neuburg, who, since joining ARA in 2010, has established a dominant market share in the Portland market. Marty will focus on providing investment advisory services to clients in the Seattle market. “We are excited for Marty to join the ARA Northwest team”, said Gail Neuburg, “his strong relationships and market knowledge will bolster ARA’s Seattle presence and provide synergy in all of ARA’s West Coast markets.”

ARA president Blake Okland added, “The Seattle market is a key gateway city for the Northwest sector of the country and it was critical that ARA secure a seasoned multihousing transaction professional to represent us and our expanding client base in this market; Marty has those qualities and more and we know our clients will appreciate and benefit from his keen negotiating skills and market insight.”

“I feel absolutely blessed with this opportunity”, stated Leith. “At this time in my career, to be presented with the opportunity to grow Seattle’s office and cement a lasting foothold for ARA is a dream come true. It’s not often people get these opportunities in top-tier investment markets let alone their own back yard. Gail and her team played a huge role in my decision. I couldn’t be happier.”

To schedule an interview with an ARA executive regarding this story or for more information about ARA, nationally please contact Lisa Robinson at lrobinson@ARAUSA.com, 404.990.4900 or Amy Morris at amorris@ARAUSA.com, 404.990.4902; locally, Gail Neuburg, at gneuburg@ARAUSA.com 503-575-9550 or Marty Leith at mleith@arausa.com or 206-407-0220.

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 has resulted in an annual production volume of more than \$10.2 billion in real estate transactions in 2013. For detailed information on ARA’s extensive multihousing investment services, visit www.arausa.com.