

BRAD JONES, MBA, CCIM
VICE PRESIDENT, OFFICE GROUP
BIRMINGHAM, ALABAMA

CAREER HIGHLIGHTS / SPECIALTY OVERVIEW

Brad Jones joined Graham & Company in 2008 as Vice President. Brad's previous experience includes ten years oversight of all leasing, marketing, market research, tenant retention and client relation activities for approximately 1.7 million square feet of Class A Office Space in Birmingham, Alabama. During his career, Brad has worked for numerous ownership groups and institutional clients; many of which are listed to the right.

His 21 years of experience spans property acquisitions, dispositions, tenant representation, landlord representation and lease administration management for larger regional and national clients. Brad has completed over 320 transactions totaling over \$243 million in aggregate value.

EDUCATION / AFFILIATIONS / HONORS

- M.B.A. 1993 - Samford University
- B.S. Finance w/ Minor in Real Estate 1989 - Jacksonville State University
- NAIOP, National Association of Industrial and Office Properties
 - Past Board Member
 - 2004 Office Broker Deal of the Year
- CCIM, Certified Commercial Investment Member
- SIOR, Society of Industrial and Office Realtors - Current Candidate
- Birmingham Association of Realtors Commercial Real Estate Club of Excellence
 - Lifetime Member
- Briarwood Presbyterian Church - Deacon

SELECTED OFFICE EXPERIENCE

Landlord Representation		Tenant Representation	
BCBS	237,000 SF	Source Medical	40,000 SF
Infinity	120,000 SF	O2 Ideas	25,000 SF
DST Systems	100,000 SF	Charter Media	20,000 SF
Emageon	45,000 SF	Lewis Communications	20,000 SF
Southern Company	40,000 SF	Janpak	52,000 SF
Assurant	40,000 SF	Fidelity National Financial	38,000 SF
LM Berry	34,000 SF	Infinity	35,000 SF
Synovus	27,000 SF	SouthernLINC Wireless	27,000 SF
Southern Progress	25,000 SF	Momentum Telecom	27,000 SF
Gresham Smith	20,000 SF	Entertaining at Home	15,000 SF
University of Phoenix	20,000 SF	Wells Fargo	12,000 SF
Charter Communications	20,000 SF	Alabama Bankers Bank	10,000 SF
Jack Henry	15,000 SF	Care First	10,000 SF



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INSTITUTIONAL CLIENTS

- ALFA Insurance
- America's First Federal Credit Union
- BancorpSouth Bank
- Baptist Health System
- Behringer Harvard
- Cousins Properties, Inc.
- Highwood Properties
- Lord Baltimore
- Lubert Adler
- Nexity Bank
- Prudential Insurance
- Raytheon
- Regions Bank (Formerly AmSouth)
- Southern Indiana Properties
- Washington Group International
- Wells Real Estate Funds

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