

OGDEN DEATON, SIOR
SENIOR VICE PRESIDENT
BIRMINGHAM, ALABAMA

CAREER HIGHLIGHTS / SPECIALTY OVERVIEW

Ogden has been with Graham & Company since 1987. He received his degree from the University of Alabama and received his SIOR designation in 1993. Ogden specializes in the sales, leasing and development of office and industrial user and investor properties.

EDUCATION / AFFILIATIONS / HONORS

- B.A. Marketing 1983 - University of Alabama
- Awarded Top Commercial Producer by the Birmingham Association of Realtors in 2001, 2002, 2005, 2007, 2008, 2009 and 2010
- #1 Commercial Producer in Birmingham 2007, 2008, 2009 and 2010 with sales over \$150 million
- NAIOP, National Association of Industrial and Office Properties
 - NAIOP 2008 Broker of the Year
 - NAIOP 2009 Broker of the Year
- Birmingham Association of Realtors Commercial Million Dollar Sales Club
 - Lifetime Member
 - Vulcan Award
 - 20-year Award
- SIOR, Specialist in Industrial & Office Real Estate Designation earned in 1993
 - 2006 SIOR Chapter President for Alabama, Northwest Florida, Louisiana, and Mississippi
- Birmingham Business Journal "Top Forty Under Forty" award
- Habitat for Humanity - Volunteer

NOTABLE TRANSACTIONS

- Children's Place developed/sold, 740,000 SF distribution center on 100 acres
- Lucent Technologies sale to Consolidated Stores, 670,000 SF bulk warehouse on 120 acres
- Custom Warehousing developed/leased, 500,000 SF bulk warehouse
- Trinity Industries sale to Titan, 1,360,000 SF warehouse, on 140 acres
- Principal Financial Group, investment sale, 178,000 SF office/service center
- Time-Warner Corporate office/service, 40,000 SF build-to-suit, 15-year lease
- Southern Living at Home/Custom Marketing Services developed/leased, 575,000 SF bulk warehouse
- Belks 173,000 SF distribution center sold to Rainbird Distribution



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SELECTED CLIENT LIST

- Belks
- Burlington Northern
- Cascades Sonoco
- CBI Services
- C&S Wholesale
- Children's Place
- Fontaine International
- General Electric
- Georgia Pacific
- Gold Kist
- Greif Brothers
- Hilti, Inc.
- Iron Mountain
- Lucent Technologies
- O'Neal Steel
- Principal Financial Group
- Protective Life
- Rainbird
- Reliance Steel
- Sears Logistics
- Time Warner
- TNT Logistics
- Trinity Industries

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| BIRMINGHAM | HUNTSVILLE | JACKSONVILLE | GULF COAST