

WALTER BROWN, SIOR
VICE PRESIDENT, OFFICE GROUP
BIRMINGHAM, ALABAMA

CAREER HIGHLIGHTS / SPECIALTY OVERVIEW

Walter joined Graham & Company in 1999. Since then, he has been a member of the Commercial Real Estate Club of Excellence each year and is now a life member. He has produced sales and leasing volume totaling over \$157 million. He has earned the Specialist in Industrial and Office Real Estate (SIOR) designation and is one of a select group of office designated SIOR's in the State of Alabama.

As a leader in commercial real estate transactions, Walter represents purchasers, sellers, landlords and tenants conducting marketing, site selection, sale and lease negotiations, property evaluations, prospect qualifications and competitive analysis. He guides clients through a variety of space procurement transactions: space expansions, facility relocations, acquisitions, subleases, dispositions and build-to-suit negotiations. Combining his knowledge and experience with the professional staff at Graham & Company and its inexhaustible database of properties and real estate prospects allows Walter to present clients with the best options for fulfilling their business objectives.

EDUCATION / AFFILIATIONS / HONORS

- B.A. Arts & Science 1976 - University of Alabama
- SIOR, Specialist in Industrial and Office Real Estate
 - Office Specialist Designation earned in 2008
- NAIOP, National Association of Industrial and Office Properties - Member 2008
 - 2007 Office Broker of the Year
- Birmingham Association of Realtors Commercial Real Estate Club of Excellence
 - 2008 Top Producer - Sales and Leasing
 - Vulcan Award 2007
- Birmingham Business Journal Deals of the Year 2008
 - Lakeshore Crossings
- Regional and Urban Planning Certificate - University of Alabama
- Community Service Award - Graham & Company
- Vestavia Country Club Board of Governors
- Homewood Rotary Club Board of Directors - Treasurer 2007, President 2009
- Habitat for Humanity - Volunteer

SELECTED EXPERIENCE

Office Building Sales		Tenant Representation
AmSouth Operations Center	189,125 SF	AARP
Lakeshore Crossings	156,020 SF	edpm
2828 6th Avenue North	117,654 SF	Ernst & Young
Highpoint Office Center	85,286 SF	Ferguson Frost & Dobson, LLP
The Tower	62,548 SF	Haight's Cross Publishing
Entrepreneurial Center	48,000 SF	Jack Henry & Associates
Just for Feet HQ	47,000 SF	Lamar, Miller, Norris & Christy, LP
Chambers Building	30,915 SF	Medmined, Inc
300 Riverchase Parkway	25,600 SF	NEX 21
501 Riverchase Parkway	18,000 SF	Nexity Bank
3570 Grandview Parkway	14,122 SF	Outcomes, Inc.
4200 Colonnade	10,000 SF	Surgical Care Affiliates



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SELECTED CLIENT LIST

- Alabama Telco Credit Union
- Baptist Health Centers
- CareFusion/MedMined, Inc.
- DRA Advisors, LLC
- Ernst & Young
- Ferguson Frost & Dodson, LLP
- Jack Henry & Associates
- JP Morgan Chase
- Miller, Christie & Kinney, PC
- Mustang Engineering
- Oakstone Publishing
- O'Neal Steel
- The Bell Center
- The Kullman Firm
- Thornton Properties
- Warren Averett Kimbrough & Marino

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