

Norman A. Eastwood

Senior Vice President Investments
Senior Director
National Multi Housing Group



EXPERIENCE

Norman joined Marcus & Millichap as a Sales Associate in April 1987. Since then he has been recognized by the company for outstanding sales performance numerous times. He was promoted to Senior Vice President Investments in 2010. In 1998 he became a member of the prestigious Institutional Services Group, and in 2004 he became a Senior Director of the National Multi-Housing Group.

Throughout his real estate career he has been a property owner, developer and owned several management companies. In 1990 he purchased his first multifamily building, and also formed a management company that, at it's height, fee managed over 4,000 units. He believes his diverse real estate background makes him an ideal representative for an owner as he can relate to and understand any of the challenges of today's market place.

Norman has been directly involved in either the listing and/or selling side of 143 transactions totaling 25,226 units representing \$1,018,236,608 in sales.

AWARDS & ACHIEVEMENTS

Sales Achievement Awards – 1991, 1993, 1994, 1996, 1998-2009
Top Listing Agent in the Dallas Office – 1994, 1996, 1998, 2001-2002
Top Sales Agent in the Dallas Office – 1994, 1996, 1998, 2001-2003, 2005
National Achievement Awards – 1996, 1998, 2000, 2002-2005, 2007
Chairman's Club Award Recipient – 2005
Top 20 Agents Nationwide – 2005
Top 30 Agents Nationwide – 2007

PROFESSIONAL REFERENCES

Mr. Marcus Hiles
Western Rim Investors
2505 N. State Hwy 360, Ste. 800
Grand Prairie, TX 75050
972-471-8784

Mr. Bill Stallings
CNC Investments
4420 FM 1960 West #224
Houston, TX 77068
713-253-9837

Mr. Greg Kaliman
LNR Partners, Inc.
1601 Washington Ave. #700
Miami Beach, FL 33139
305-695-5653

Mr. Jason Espejo
The Lynd Company
5710 Northwest Expressway
San Antonio, TX 78201
210-733-6125

Marcus & Millichap

Real Estate Investment Services

Memorandum

To Regional Managers, Sales Managers
From Harvey E. Green
Subject Top Thirty Rankings as of February 28, 2010
Date March 23, 2010

It is my pleasure to announce our Top 30 agents through February 2010. On behalf of the Managing Directors, congratulations to all our Top Thirty Agents, and I wish you all continued success.

<u>RANK</u>	<u>AGENT</u>	<u>OFFICE</u>
1	Brad Nathanson	Philadelphia
2	Garrette Matlock	Denver
3	Alvin Mansour	San Diego
4	Norman Eastwood	Dallas
5	Richard Merryman	San Francisco
6	James May	Tampa
7	Mark Myers	Chicago
8	Martin Cohan	West Los Angeles
9	Michael Pardoll	Charlotte
10	David Maling	Los Angeles
11	Christopher Maling	Los Angeles
12	Jeffrey Oram	New Jersey
13	Ira Virden	Portland
14	Lori Schneider	Ft. Lauderdale
15	Robert Sheppard	Seattle
16	Alex Zylberglait	Miami
17	Paul Davis	Detroit
18	Jon Hendrickson	Denver
19	Glen Kunofsky	Manhattan
20	Rahul Bijlani	Houston
21	Kaiyi Yu	Houston
22	Maz Radwan	New Jersey
23	Jaimin Patel	Tampa
24	Tony Azzi	West Los Angeles
25	William Schofield	San Francisco
26	Andrew Daitch	Detroit
27	Aaron Bove	San Diego
28	Samuel Herskovits	Dallas
29	Waylon Grubbs	Ft. Worth
30	Jonathon McClellan	Cleveland

HEGdbh

cc: William A. Millichap, Senior Vice Presidents, Michelle Cocagne, Catherine Thaler,
Tran Khong, Brianne Wada, John Sterns, Alexis Hummel, Tamra Takeuchi

Marcus & Millichap

Real Estate Investment Services

Memorandum

To Regional Managers, Sales Managers
From Harvey E. Green
Subject Top Thirty Rankings as of April 30, 2010
Date May 13, 2010

It is my pleasure to announce our Top 30 agents through April 2010. On behalf of the Managing Directors, congratulations to all our Top Thirty Agents, and I wish you all continued success.

<u>RANK</u>	<u>AGENT</u>	<u>OFFICE</u>
1	James May	Tampa
2	Alvin Mansour	San Diego
3	Robert Sheppard	Seattle
4	Michael Pardoll	Charlotte
5	Brad Nathanson	Philadelphia
6	Richard Merryman	San Francisco
7	Lori Schneider	Ft. Lauderdale
8	Paul Davis	Detroit
9	Martin Cohan	West Los Angeles
10	Glen Kunofsky	Manhattan
11	Michael Mele	Tampa
12	Garrette Matlock	Denver
13	Tony Azzi	West Los Angeles
14	Seth Pollack	New Jersey
15	Andrew Daitch	Detroit
16	Norman Eastwood	Dallas
17	Ronald Harris	Los Angeles
18	John Glass	San Francisco
19	Ari Firoozabadi	Washington, D.C.
20	Armand Tiberio	Seattle
21	Nick Fluellen	Dallas
22	Maz Radwan	New Jersey
23	Peter VonDerAhe	Manhattan
24	William Schofield	San Francisco
25	David Maling	Los Angeles
26	Christopher Maling	Los Angeles
27	Drew Kristol	Miami
28	Kirk Olson	Miami
29	Christopher Zorbas	San Diego
30	Mark Myers	Chicago

HEGdbh

cc: William A. Millichap, Senior Vice Presidents, Michelle Cocagne, Catherine Thaler,
Tran Khong, Alexis Hummel, Tamra Takeuchi

CURRENT EXCLUSIVE LISTINGS

Property Name	Location	Units	List Price
Cottages of Fall Creek	Indianapolis, IN	770	\$30,000,000
King's Crossing	Kingwood, TX	404	\$21,000,000
Chimney's of Oak Creek	Kettering, OH	388	\$17,100,000
The Orchard	Indianapolis, IN	378	\$12,360,000
Adelaide Park	Norcross, GA	318	\$11,900,000
Wood Forest Glen	Houston, TX	336	\$9,100,000
Canyon Woods	Phoenix, AZ	224	\$8,064,000
Grayson Falls	Pasadena, TX	308	\$8,000,000
Pine Creek	Houston, TX	300	\$7,900,000
Briarwood	Tucson, AZ	196	\$7,800,000
Park West Apartments	Houston, TX	337	\$7,500,000
Timberock	San Antonio, TX	216	\$6,750,000
Oakwood Apartments	Fort Worth, TX	216	\$6,400,000
Pines at Humble Park	Humble, TX	170	\$5,500,000
Thorntree Apartments	Houston, TX	224	\$5,500,000
Oak Creek Apartments	San Antonio, TX	140	\$4,900,000
Arroyo Park Townhomes	Arlington, TX	213	\$3,600,000
Windrush Apartments	San Antonio, TX	89	\$3,200,000
Arbor Village Townhomes	Houston, TX	102	\$3,000,000
West Amherst	Dallas, TX	44	Call for Offers

CURRENTLY UNDER CONTRACT

Property Name	Location	Units	Lender Sale	List Price
Trestles of Houston	Houston, TX	272		\$7,250,000
The Forest	Houston, TX	192		\$4,800,000
Maryland Lakes	Glendale, AZ	196		\$7,450,000

\$10 MILLION - \$65 MILLION CLOSED

Property Name	Location	Seller Type	Lender Sale	Units	Closed Price
Towns of Riverside	Grand Prairie, TX	Institution		430	\$ 35,000,000
The Crescent	San Antonio, TX	Institution		306	\$ 25,600,000
Villas of Highpointe	Lewisville, TX	Individual		304	\$ 24,500,000
Lake Wyndemere	Houston, TX	Institution		320	\$ 22,400,000
7100 Almeda	Houston, TX	Institution		348	\$ 21,000,000
Legends by the Lake	Rockwall, TX	Individual		224	\$ 17,200,000
The Quarry	San Antonio, TX	Institution		224	\$ 16,700,000
Cypress Point	Bossier City, LA	Individual 221-D4		240	\$ 15,800,000
Fairways at Mesquite	Mesquite, TX	Individual		220	\$ 15,250,000
Bandera Commons	San Antonio, TX	Individual 221-D4		240	\$ 15,200,000
Briar Meadows	Houston, TX	Institution		256	\$ 14,900,000
The Charlestonian	Lake Charles, LA	Individual 221-D4		224	\$ 14,500,000
Enclave at Stonebrook	Frisco, TX	Individual 221-D4		252	\$ 14,400,000
Grande Hills Estates	Tyler, TX	Individual 221-D4		240	\$ 13,860,000
Surrey Row	Dallas, TX	Institution		436	\$ 11,700,000
Williamsburg	Grand Prairie, TX	Institution (Tax Credit)		418	\$ 11,200,000
Commons on Edgebrook	Houston, TX	Institution	Y	439	\$ 11,000,000
Parkwood Place	Plano, TX	Institution (Tax Credit)		194	\$ 11,000,000
Sierra Springs	Bedford, TX	Institution (Bonds)		286	\$ 11,000,000
Waterford at Valley Ranch	Irving, TX	Institution		300	\$ 10,900,000
Cedar Glade	Tulsa, OK	Individual		276	\$ 10,300,000
The Mansions at Canyon Creek	Austin, TX	Individual		332	Undisclosed
The Mansions at Canyon Springs	San Antonio, TX	Individual		360	Undisclosed
The Mansions at Coyote Ridge	Carrollton, TX	Individual		528	Undisclosed
The Mansions at Ridgeview	Plano, TX	Individual		548	Undisclosed
The Mansions at Steiner Ranch	Austin, TX	Individual		502	Undisclosed
The Mansions on the Green I & II	Austin, TX	Individual		583	Undisclosed
The Mansions Woodland	Conroe, TX	Individual		238	Undisclosed

\$5 MILLION - \$10 MILLION CLOSED

Property Name	Location	Seller Type	Lender Sale	Units	Closed Price
Commons on Edgebrook	Houston, TX	Institution	Y	439	\$ 8,700,000
Shady Oaks South	Austin, TX	Institution	Y	238	\$ 8,050,000
Willow Pond	Dallas, TX	Individual		386	\$ 8,000,000
Glen Hills	Irving, TX	Individual (Tax Credit)		386	\$ 7,500,000
The Corners	Dallas, TX	Individual		272	\$ 7,500,000
Hillcrest	Irving, TX	Individual		316	\$ 7,300,000
Keller Oaks	Carrollton, TX	Institution		220	\$ 7,300,000
Pleasant Woods	Dallas, TX	Institution	Y	208	\$ 7,300,000
Sycamore Hills	Fort Worth, TX	Individual		264	\$ 7,000,000
Imperial Landing	Houston, TX	Individual	Y	264	\$ 6,650,000
Historic Electric Building	Fort Worth, TX	Institution		106	\$ 6,000,000
Claredon	Irving, TX	Institution		192	\$ 6,000,000
Maple Gardens	Wichita, KS	Institution		178	\$ 5,950,000
Oak Tree	Irving, TX	Individual (Bonds)		206	\$ 5,900,000
Lakeshore Greens	Owasso, OK	Institution		120	\$ 5,450,000
Summit Park	Carrollton, TX	Individual		273	\$ 5,400,000
Arbors on Forest Ridge	Bedford, TX	Institution	Y	210	\$ 5,390,000
Oak Crossing	San Antonio, TX	Institution	Y	240	\$ 5,160,000
Fairmeadows	Duncanville, TX	Institution (Bonds)		200	\$ 5,080,000
St. Charles Townhomes	Dallas, TX	Institution	Y	252	\$ 5,080,000
Apache Trace	Guymon, OK	Institution		144	\$ 5,050,000
Tivoli Gardens	Arlington, TX	Individual		200	\$ 5,000,000

\$3 MILLION - \$5 MILLION CLOSED

Property Name	Location	Seller Type	Lender Sale	Units	Closed Price
Toscana Villas	Bedford, TX	Individual		160	\$ 4,900,000
MF Land	Dallas, TX	Individual		35.9 Acres	\$ 4,850,000
Fortune Corners	Dallas, TX	Institution		242	\$ 4,700,000
Royal Village	Dallas, TX	Individual		300	\$ 4,650,000
Cliffbrook Condominiums	Dallas, TX	Individual		132	\$ 4,500,000
Creekwood	Del City, OK	Individual		200	\$ 4,400,000
Elwood Oaks Condominium	Irving, TX	Individual		52	\$ 4,000,000
Brookstone	Houston, TX	Institution	Y	224	\$ 3,900,000
Shady Oaks	Dallas, TX	Individual		178	\$ 3,875,000
Northview	Carrollton, TX	Institution		192	\$ 3,850,000
Brightwaters	Tulsa, OK	Institution (Bonds)		200	\$ 3,750,000
Central Meadows East	Dallas, TX	Individual		202	\$ 3,730,000
Salem Park	Conway, AR	Institution		144	\$ 3,540,000
San Carlos	Fort Worth, TX	Individual		153	\$ 3,500,000
Prairie Creek Manor	Dallas, TX	Individual		144	\$ 3,390,000
Germantown	Conway, AR	Institution		132	\$ 3,245,000
Southchase	Houston, TX	Individual	Y	104	\$ 3,200,000
Oakwood Terrace	Arlington, TX	Individual		200	\$ 3,150,000
Quail Ridge	Fort Worth, TX	Institution	Y	296	\$ 3,000,000

\$1.5 MILLION - \$3 MILLION CLOSED

Property Name	Location	Seller Type	Lender Sale	Units	Closed Price
The Shady Oaks	Dallas, TX	Individual		178	\$ 2,900,000
Pleasant Grove	Dallas, TX	Individual		202	\$ 2,875,000
Riverside Parkway Land	Grand Prairie, TX			55 Acres	\$ 2,850,000
Skyline	Grand Prairie, TX	Institution		148	\$ 2,800,000
Woodchase	Irving, TX	Individual		74	\$ 2,750,000
Meadow Lake I	Searcy, AR	Institution		108	\$ 2,655,000
Meadow Lake II	Searcy, AR	Institution		108	\$ 2,655,000
Edgewood	Rogers, AR			108	\$ 2,655,000
The Pointe of North Arlington	Arlington, TX	Individual		84	\$ 2,670,000
Duck Creek Townhomes	Garland, TX	Individual		84	\$ 2,525,000
Northridge Village	North Richland Hills, TX	Institution (Bonds)		194	\$ 2,500,000
Ridglea West Shopping Center	Fort Worth, TX	Institution		50,000 SF	\$ 2,500,000
River Park - MF Land	Grand Prairie, TX	Institution		52 Acres	\$ 2,500,000
Holiday Heights	North Richland Hills, TX	Individual		100	\$ 2,400,000
Park Place	Bossier City, LA	Individual		200	\$ 2,400,000
Terrace Heights	Killeen, TX	Individual		146	\$ 2,300,000
Legacy	San Antonio, TX	Individual		96	\$ 2,250,000
Grandview	Little Rock, AR	Institution		128	\$ 2,100,000
Village of Centron	Balch Springs, TX	Institution		104	\$ 2,100,000
Dogwood Terrace	Woodville, TX	Institution (Bonds)		100	\$ 2,100,000
Temple Gardens	Temple, TX	Institution	Y	202	\$ 2,075,000
Spanish Village	Fort Worth, TX	Individual	Y	145	\$ 2,050,000
Pebblebrook	Irving, TX	Individual		60	\$ 1,800,000
The New Legends	Dallas, TX	Individual (Tax Credits)		144	\$ 1,800,000
Tradition Square	Caldwell, TX	Institution		50	\$ 1,783,784
Hidden Hollow	Arlington, TX	Individual		140	\$ 1,700,000
Dalton Place	Dallas, TX	Individual	Y	102	\$ 1,680,000
Shady Oaks	Dallas, TX	Institution	Y	178	\$ 1,650,000
Candlestick	Bedford, TX	Institution	Y	160	\$ 1,600,000
Victoria Terrace	Waco, TX	Institution	Y	91	\$ 1,600,000

\$1 MILLION - \$1.5 MILLION CLOSED

Property Name	Location	Seller Type	Lender Sale	Units	Closed Price
Summerchase	Van Buren, AR	Institution		72	\$ 1,450,000
Villa Victoria	Waco, TX	Individual		91	\$ 1,450,000
Glen Rose Square	Phoenix, AR	Individual		90	\$ 1,400,000
Estrada	Carrollton, TX	Institution	Y	244	\$ 1,400,000
Garden Terrace	Dallas, TX	Individual		140	\$ 1,400,000
Cliffbrook Condominiums	Dallas, TX	Institution	Y	95	\$ 1,385,000
Pleasant Grove	Dallas, TX	Institution	Y	102	\$ 1,270,000
Andora	Dallas, TX	Individual		150	\$ 1,250,000
Townhouse South	Longview, TX	Individual		100	\$ 1,250,000
Jeffersonian	Natchez, MS	Institution		47	\$ 1,600,000
La Casa and Casa Grande	Killeen, TX	Individual	Y	85	\$ 1,300,000
Highland Hills	Dallas, TX	Individual	Y	100	\$ 1,300,000
Reef Resort	Galveston, TX	Individual	Y	36	\$ 1,250,000
Town North	Arlington, TX	Individual		132	\$ 1,220,000
Devonwood	Fort Worth, TX	Institution		80	\$ 1,200,000
Rolling Meadows	Ada, OK	Institution		60	\$ 1,200,000
Courtyard Park	Abilene, TX	Individual		140	\$ 1,150,000
Carpenter's Cove	Dallas, TX	Individual	Y	159	\$ 1,114,000
Villa Terrace	Temple, TX	Individual	Y	73	\$ 1,110,000
Woodside Terrace	Dallas, TX	Institution	Y	230	\$ 1,110,000
Town North	Texarkana, TX	Institution		100	\$ 1,100,000
Springdale	Dallas, TX	Individual (Tax Credits)		196	\$ 1,070,000
Oak Park	Houston, TX	Individual		41	\$ 1,045,000
Rosewood	Arlington, TX	Individual		134	\$ 1,015,000

LESS THAN \$1 MILLION

Property Name	Location	Seller Type	Lender Sale	Units	Closed Price
Courtyard	Denton, TX	Individual		51	\$ 915,000
Boulder Plaza	Tulsa, OK	Institution (Bonds)		88	\$ 900,000
Pleasant Park	Plano, TX	Institution	Y	32	\$ 865,000
Lakeview	Bossier City, LA	Individual		160	\$ 865,000
Hidden Creek	Dallas, TX	Individual		116	\$ 812,000
Heights Boulevard 14 Unit	Houston, TX	Institution		14	\$ 800,000
Collins Court	Arlington, TX	Individual		116	\$ 775,000
Parkwood	Arlington, TX	Individual		84	\$ 775,000
Ambika Mobile Home Park	Irving, TX	Institution		95	\$ 765,000
Hurst Estates	Hurst, TX	Institution		72	\$ 762,500
London Manor	Dallas, TX	Institution	Y	137	\$ 750,000
Yellow Rose	S. Irving, TX	Institution	Y	106	\$ 750,000
Lafayette House	Arlington, TX	Individual		84	\$ 750,000
New Lake Village	Henrietta, OK	Institution		66	\$ 680,000
Emerald Park	Bryan, TX	Institution	Y	64	\$ 650,000
American Village	Dallas, TX	Institution		67	\$ 600,000
La Sierra	North Richland Hills, TX	Individual		20	\$ 600,000
Orchard Square	Garland, TX	Individual	Y	126	\$ 575,000
Kenwood	Corsicana, TX	Institution	Y	40	\$ 565,000
White Rock Creek	Dallas, TX	Institution		153	\$ 550,000
Oakridge	Dallas, TX	Institution	Y	46	\$ 515,000
Prairie Hill	Dallas, TX	Individual		18	\$ 360,000
Collins Court	Arlington, TX	Individual	Y	116	\$ 335,000
Legends	Dallas, TX	Institution	Y	144	\$ 50,000

INSTITUTIONAL CLIENTS

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