

NORMAN A. EASTWOOD

Senior Vice President Investments
Senior Director

NATIONAL MULTI HOUSING GROUP



CENTURA TOWER
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Dallas, TX 75254
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EXPERIENCE

Norman joined Marcus & Millichap as a Sales Associate in April of 1987. Since then he has been recognized by the company for outstanding sales performance numerous times. 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. In 2009, he was again promoted to Senior Vice President Investments, a title held by only a select few within the firm.

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 167 transactions totaling 31,466 units representing \$1,411,731,508 in sales.

AWARDS & ACHIEVEMENTS:

Sales Achievement Awards – 1991, 1993, 1994, 1996, 1998-2010
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, 2010
Chairman's Club Award Recipient – 2005, 2010
Top 10 Agents Nationwide – 2010
Top 20 Agents Nationwide – 2005, 2010
Top 30 Agents Nationwide – 2005, 2007, 2010

PROFESSIONAL REFERENCES:

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

Mr. Sean Hennessey
Capmark Finance, Inc.
4675 MacArthur Court, Suite 545
Newport Beach, CA 92660
949-385-7954

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

Mr. Roger Jern
Prudential Investment Management
3560 Lenox Road, Suite 1400
Atlanta, GA 30326
404-704-8935

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

Marcus & Millichap

Real Estate Investment Services

Memorandum

To All Agents, Managers and Staff
From John J. Kerin
Subject Top Thirty Agent Rankings for 2010
Date February 2, 2011

It is my pleasure to announce our Top 30 agents for 2010. On behalf of the Managing Directors, congratulations to our Top Thirty Agents, and I wish all of you success in 2011.

<u>RANK</u>	<u>AGENT</u>	<u>OFFICE</u>
1	Robert Sheppard	Seattle
2	Glen Kunofsky	Manhattan
3	Alvin Mansour	San Diego
4	Alex Mogharebi	Ontario
5	Will Balthrope	Dallas
6	James May	Tampa
7	Paul Davis	Detroit
8	Norman Eastwood	Dallas
9	Brad Nathanson	Philadelphia
10	Richard Merryman	San Francisco
11	Andrew Daitch	Detroit
12	Ronald Harris	Los Angeles
13	Ari Firoozabadi	Washington, D.C.
14	Armand Tiberio	Seattle
15	Michael Mele	Tampa
16	Dean Zang	Philadelphia
17	Mark Myers	Chicago
18	Steven Siegel	Manhattan
19	Michael Pardoll	Charlotte
20	Lori Schneider	Ft. Lauderdale
21	Evan Kristol	Ft. Lauderdale
22	Still Hunter, III	Ft. Lauderdale
23	Travis Trautvetter	San Diego
24	Mark Taylor	Philadelphia
25	Charles LeClaire	Denver
26	Jacob Gehl	Chicago Downtown
27	Ryan Epstein	San Antonio
28	Gregory Harris	Encino
29	Jason Vitorino	Dallas
30	Spencer Hurst	Seattle

Congratulations to the Top 30 Agents for 2011 Through November

Rank	Name	Office
1	Robert Sheppard	Seattle
2	Mark L Myers	Chicago
3	Ron Harris	Los Angeles
4	Greg Harris	Encino
5	Alvin Mansour	San Diego
6	Will Balthrope	Dallas
7	Ari Firoozabadi	Washington, D.C.
8	Armand Tiberio	Seattle
9	Glen Kunofsky	Manhattan
10	Stanford W. Jones	Palo Alto
11	Paul Davis	Detroit
12	Rich Merryman	San Francisco
13	Jason Vitorino	Dallas
14	Tony Azzi	West Los Angeles
15	Andrew S. Daitch	Detroit
16	Spencer Hurst	Seattle
17	Ted Kokernak	Palo Alto
18	Chico LeClaire	Denver
19	Norman Eastwood	Dallas
20	John Glass	San Francisco
21	Stewart I. Weston	Long Beach
22	Mike Pardoll	Charlotte
23	Lori Schneider	Ft. Lauderdale
24-tie	Philip A. Saglimbeni	Palo Alto
24-tie	Salvatore S. Saglimbeni	Palo Alto
26	Jamie B. May	Tampa
27	Jamie Medress	Phoenix
28	Peter Von Der Ahe	Manhattan
29	Lior Regenstreif	Encino
30	Nat Gambuzza	New Jersey

CURRENT EXCLUSIVE LISTINGS

Property	Location	Units	List Price	Status
Vintage Park	Houston, TX	324	Determined by Market	B&F
Reserve at Autumn Creek, The	Friendswood, TX	212	\$23,500,000	OM
Sago Palms	Houston, TX	240	\$6,000,000	OM
Villas of Sorrento, The	Dallas, TX	220	\$5,506,000	OM
Monticello Square	Houston, TX	132	\$5,200,000	OM
St. Charles Place	Lewisville, TX	136	\$2,350,000	OM

CURRENTLY UNDER CONTRACT

Property	Location	Units	List Price

\$10 MILLION - \$65 MILLION CLOSED

Property	Location	Seller Type	Lender Sale	Units	Closed Price
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	Institution		238	Undisclosed
Mansions by the Lake	Coppell, TX	Institution		315	Undisclosed
Mansions at Stonebridge Ranch	McKinney, TX	Institution		301	Undisclosed
Mansions by the Vineyard	Euless, TX	Institution		259	Undisclosed
Mansions Woodland	Conroe, TX	Institution		252	Undisclosed
Estates Woodlands	Conroe, TX	Institution		384	Undisclosed
Estates at Lookout Canyon	San Antonio, TX	Institution		320	Undisclosed
Estates of North Richland Hills	North Richland Hills, TX	Institution		263	Undisclosed
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
Dawntree Apartments	Carrollton, TX	Institution		400	\$22,000,000
7100 Almeda	Houston, TX	Institution		348	\$21,000,000
Monaco Parc Apartments	Dallas, TX	Institution		466	\$20,500,000
Seasons at Cypress Station, The	Houston, TX	Institution		484	\$17,500,000
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
Chaparral Apartments	Largo, FL	Institution		444	\$15,753,900
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

\$10 MILLION - \$65 MILLION CLOSED

Property	Location	Seller Type	Lender Sale	Units	Closed Price
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
Villas on the Green	North Richland Hills, TX	Institution		252	Undisclosed
Mansions in the Forest	Conroe, TX	Institution		240	Undisclosed
Grande Hills Estates	Tyler, TX	Individual 221-D4		240	\$13,860,000
Adelaide Park	Norcross, GA	Institution		318	\$11,900,000
Stanciff Park	Houston, TX	Institution		400	\$11,725,000
Surrey Row	Dallas, TX	Institution		436	\$11,700,000

\$5 MILLION - \$10 MILLION CLOSED

Property	Location	Seller Type	Lender Sale	Units	Closed Price
Ryan's Pointe	Houston, TX	Institution		400	\$9,500,000
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
Maryland Lakes	Glendale, AZ	Institution		196	\$7,450,000
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
Trestles of Houston	Houston, TX	Individual		272	\$7,250,000
Sycamore Hills	Fort Worth, TX	Individual		264	\$7,000,000
Aspen Creek	Dallas, TX	Institution		192	\$6,875,000
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
River Gardens	Tampa, FL	Institution		218	\$5,303,500
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	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
Mill Valley	Grand Prairie, TX	Individual		164	\$3,500,000
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
Canyon Woods	Phoenix, AZ	Institution		224	\$3,136,000
Quail Ridge	Fort Worth, TX	Institution	Y	296	\$3,000,000

\$1.5 MILLION - \$3 MILLION CLOSED

Property	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
Arroyo Park Townhomes	Arlington, TX	Institution		213	\$2,800,000
Woodchase	Irving, TX	Individual		74	\$2,750,000
Pleasant Groves	Dallas, TX	Institution		202	\$2,700,000
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
Emerald Trails	Fort Worth, TX	Institution		100	\$2,300,000
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
West Amherst	Dallas, TX	Institution		44	\$2,000,000
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
The Chalet Apartments	Greenville, TX	Institution		120	\$1,680,000
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	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	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	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

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