

Conceptual



ALLIANCE
RESIDENTIAL COMPANY

**CLIENT
PROFILE**

ABOUT

Headquartered in Phoenix, AZ, Alliance Residential Company is one of the largest private U.S. multi-family companies with offices throughout the West, Southwest, South-Central, Southeast, Mid-Atlantic and Northeast. They have regional offices nationwide with 3,500 employees. Alliance Residential has invested in more than \$10 Billion worth of real estate and manage a \$20 Billion portfolio with a focus toward superior local leadership and a comprehensive national support structure.

ACQUISITION CRITERIA

PRODUCT TYPES

Class A

- Podium/Wrap | 2.25+ Acres
- High-Density Surface Parked | 7 - 12 Acres
- Garden | 15+ Acres
- High-Rise | 1.25 - 1.5+ Acres
- 275 - 350 Units

Workforce

- 14 - 15+ Acres
- 300+ Units
- This product type is catered towards blue-collar demographics
- More simplistic product and will focus on "value" as it relates to the chunk rent for the residents
- Found in more suburban locations, but there is an opportunity to bring this product into more urban areas

PRIMARY TARGET MARKETS

Charlotte MSA

- Mecklenburg, Iredell, Cabarrus, York, Lancaster Counties

Raleigh-Durham MSA

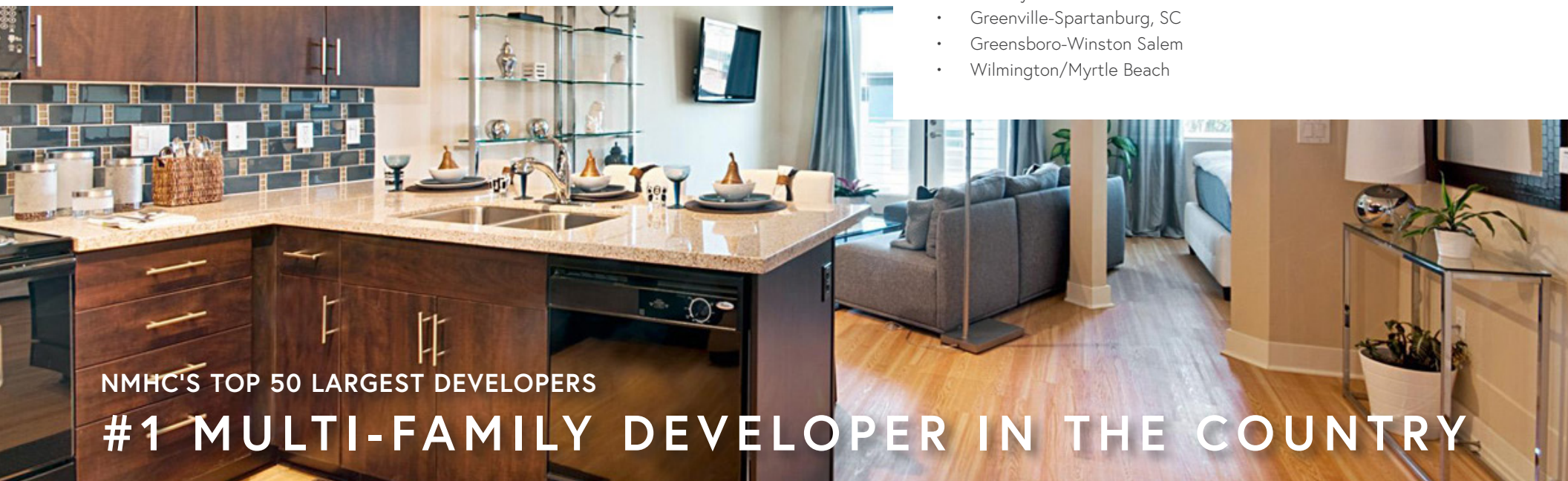
- Durham, Cary, Morrisville, Raleigh, Chapel Hill

Charleston MSA

- Summerville, North Charleston, Downtown Charleston, Daniel Island, West Ashley, James & John's Island

SECONDARY TARGET MARKETS

- Tertiary Markets of Charlotte
- Tertiary Markets of Raleigh-Durham (Garner, Holly Springs, Apex, Fuque-Varina and Wake Forest)
- Tertiary Markets of Charleston
- Greenville-Spartanburg, SC
- Greensboro-Winston Salem
- Wilmington/Myrtle Beach



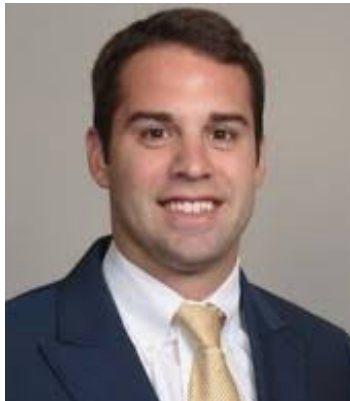
NMHC'S TOP 50 LARGEST DEVELOPERS

#1 MULTI-FAMILY DEVELOPER IN THE COUNTRY

**DONALD SANTOS**

Managing Director (Carolinas)

As a division partner with Alliance, Donald Santos is responsible for managing the development process and sourcing new investment opportunities in the Carolinas, which includes site selection, negotiating land purchase for development, capitalization, managing the entitlement, design and construction process, and overseeing the leasing and disposition of each asset. Mr. Santos has been involved in the real estate industry since 2003, starting his career in real estate finance where he was directly involved in over \$2 Billion in transactions before transitioning to development. As a principal, he has developed nearly 3,100 multi-family and senior living units representing over \$500 Million in total capitalization across the Carolinas, Georgia, Tennessee and Florida. Mr. Santos graduated with honors from Wofford College with a BA in Finance and earned an MBA as a Dean's Fellow with concentrations in Real Estate and Corporate Finance from the Kenan-Flagler Business School at the University of North Carolina at Chapel Hill.

**ANDREW HOWE**

Development Associate, Carolinas

Andrew Howe is a development associate for Alliance Residential where he is responsible for market research, underwriting, land acquisitions, asset dispositions and financial analysis for projects in the Carolinas region. Prior to joining Alliance, Mr. Howe worked for ARA Newmark as a financial analyst where he underwrote over \$7 Billion and assisted in the marketing and disposition of almost \$5 Billion in multi-family assets throughout North and South Carolina. Mr. Howe graduated from Roanoke College with a Bachelor of Business Administration degree with concentrations in finance and marketing.



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**LEARN MORE ABOUT
ALLIANCE RESIDENTIAL COMPANY**

<http://www.allresco.com/>





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