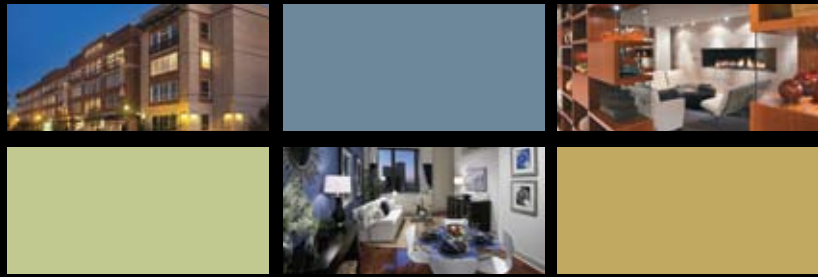


THE HANOVER COMPANY



PRINCIPALS

J. Murry Bowden

Founder, Chairman, & Chief Executive Officer

Richard Westnedge

Chief Operating Officer

John Nash

President

RELATIONSHIPS

The Hanover Company delivers and manages assets of the highest quality, attracting some of the best known national and international investors.

AEG	Amegy Bank
Bank of America	Bank of Texas
BlackRock Realty	Comerica
Compass Bank	Cousins Properties
GE Capital	Guaranty Federal
Hibernia	Hillwood
JPMorgan Chase	MetLife
Mellon Bank	Mitsubishi
Nationwide	Newhall Land
Pacific Life Insurance Co.	PNC
Principal Insurance	Prudential (UK)
Rosewood Property Co.	Sentinel Real Estate Corp.
Simon Property Group	Transatlantica MM Warburg
Union Bank of Switzerland	Texas Capital Bank
Union Bank of California	University of Pennsylvania
Wachovia	Wells Fargo
Whitney Bank	

COMPANY OVERVIEW

- Among the most active privately-owned real estate companies in the United States
- Specialize in the acquisition, development, construction, and management of high quality, multi-family residential and mixed-use properties in major domestic markets
- Over twenty-six years experience in all types of multi-family properties, including suburban apartments, mixed-use, high-density wood-frame, and high rise
- Vertically-integrated asset management, property management and construction divisions
- Total domestic property management, construction and development divisions

WHAT WE OFFER

- **Asset Repositioning**
 - Completion of Failed/Stalled Projects
 - Condo to Apartment Reversions
 - Value Add
- **Property and Asset Management**
 - Property Management and Leasing
 - Asset Management and Disposition
 - Marketing and Branding
- **Construction**
 - Construction Management
 - General Contracting
 - Estimating and Project Cost Analysis
- **Development**
 - Entitlements and Design
 - Fee Development
 - Joint Ventures

MARKETS

Current locations in U.S. markets include:

Atlanta	Charlotte	Ft. Lauderdale	Philadelphia	San Francisco
Austin	Chicago	Houston	Phoenix	Seattle
Baltimore	Dallas	Los Angeles	Raleigh	Tampa
Boston	Denver	Miami	San Diego	Washington, D.C.

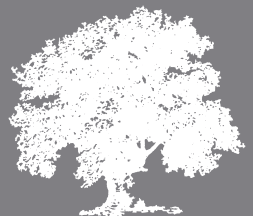
CONTACT INFORMATION

The Hanover Company

5847 San Felipe, Suite 3600 | Houston, TX 77057

Phone: 713.267.2100 | Fax: 713.267.2121

www.hanoverco.com



FRONT LINE CAPABILITIES

Acquisitions and Development

- The Acquisitions & Development Department initiates and executes all Hanover acquisition and development activities. Active in virtually every major domestic market, the team is responsible for a portfolio totaling over 9,000 units in 43 projects, and over \$2.9 billion in project costs. The Team manages all aspects of projects, including project identification, contract administration, entitlements, design, finance, construction, and management.

Construction

- The Construction Division provides both general contracting and construction management capabilities over all types of multifamily construction, including high-rise, mixed-use, high-density wood-frame, and suburban. A national presence that includes regional offices around the country affords relationships with local subcontractors and executives with localized market experience.

Property Management

- The Property Management Division oversees the leasing and day-to-day operations of each asset. Equipped with dedicated opening/transition teams, regional managers, on-site leasing teams, contract procurement managers, tax assessment teams, and energy management personnel, Hanover delivers the expertise necessary to lease-up, operate stabilized assets and optimize value.

Asset Management

- The Asset Management Division develops each property's strategic plan and oversees its implementation while interfacing with Property Management to set rent and concession schedules for projects within the Hanover portfolio. The Asset Management group provides revenue and expense forecasts and monthly property performance reports to senior management and joint venture partners. They also oversee asset valuations and project dispositions.

BACK OFFICE CAPABILITIES

Financial Operations and Accounting

- The Accounting Department manages the financial operations of all Hanover-affiliated entities. The team of 25, led by four CPAs, prepares financial statements and coordinates delivery and review with senior management, joint venture partners, and lenders. In addition, Accounting oversees the preparation of corporate and project-specific tax returns and the third-party year-end audit process.

Legal and Risk Management

- The Legal / Risk Management Department manages all corporate and joint venture organizational work for Hanover. This department performs all new acquisition and development purchase contracts, oversees the due diligence process, liaises with outside counsel on entitlements, insurance, and other matters, manages the negotiation and production of financing documents, and coordinates the asset disposition process.

Capital Markets

- The Capital Markets department interfaces with all debt and equity sources on behalf of the company and develops deal structures for new ventures and transactions. In addition, Capital Markets conducts asset underwriting and risk-adjusted return analyses for existing and prospective deals.

SPECIALTY SERVICES

Architecture

- The Architecture Department helps ensure quality control and proper implementation of Hanover design directives by managing third-party architects-of-record. Comprised of technical, design, and interior architects, the Architecture group coordinates accessibility, shop drawing, and code reviews, maintains unit plan, standard detail, and product specification libraries, and, with respect to the interiors division, can design and document full construction drawings for all common areas and amenity spaces.

Landscape Architecture

- The Landscaping Department delivers the capability of a full-service landscape architecture firm. Hanover has held this in-house landscaping capability for over 12 years, and the professionals within the group possess a combined total of over 70 years of experience in the multifamily landscape industry.

Quality Assurance

- The Quality Assurance Department oversees the maintenance of all Hanover assets, manages both the inspection of all new acquisitions, and oversees the acceptance of new construction to ensure conformance to Hanover quality standards.

Marketing

- The Marketing Department structures project branding, signage, floor plan conversions, outreach, collateral, websites, and online campaign initiatives. Marketing also handles all corporate and project public relations, corporate websites, and the employee loyalty program.