

Stanhope M. Johnson

Executive Vice President



Background & Experience

- Joined NAI Piedmont Triad in 1985.
- Principal of NAI Piedmont Triad since 1995.
- Manages the leasing group at NAI Piedmont Triad.
- Extensive experience in land acquisition, all phases of development from zoning through design and construction management, lease-up and property management. Completed nine development projects from 1998 to 2006.

Professional Affiliations & Designations

- CCIM Candidate
- Licensed in North Carolina

Educational Background

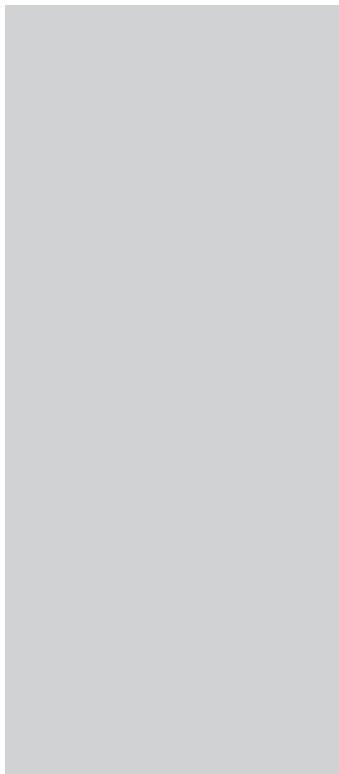
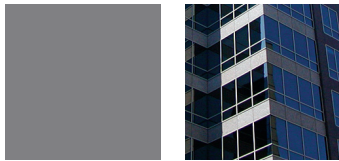
University of North Carolina at Greensboro, Bachelor of Science – Accounting and Business Administration, 1984

Significant Transactions

- 2011 Tenant representative for a 14,000-square-foot lease for Northwestern Mutual Financial Network. A \$2.8 million transaction.
- 2011 Managed disposition of 204-unit apartment complex, Boone, NC. A \$23,100,000 sale.
- 2008 Co-managed disposition of Lincoln Financial's real estate portfolio in NC and VA. Total of \$30 million in sales.
- 2008 Duke Energy – Acquisition of land. Rockingham County, NC.
- 2006 Regions Bank - Managed acquisition and development of regional headquarters in Greensboro, NC.
- 2005 Jefferson Pilot Communications – Co-managed relocation and consolidation of offices for five radio stations. Denver, CO. A \$4 million lease transaction.

Scope of Responsibilities

- Investment Analysis
- Development
- Land Acquisition/Disposition
- Project Management
- Property Management



ALLIANCE

COMMERCIAL PROPERTY MANAGEMENT

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