



## IN THE NEWS

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### **ARA Expands Southwest Operations with Opening of Tulsa Office**

*Former CrossCap Investment Executive Will Lead Operations*

**Tulsa, OK** (February 6, 2012) – Atlanta-headquartered ARA, the largest privately held, full-service investment advisory brokerage firm in the nation focusing exclusively on the multihousing industry, announces the opening of its newest office in Tulsa, OK.

This office marks ARA's 25<sup>th</sup> location and further solidifies ARA's national market coverage that spans 42 states from California to Massachusetts providing ARA's clients with coast-to-coast market expertise.

Former CrossCap Investment Founding Principal, Brandon Lamb, who has been involved in over \$250 million in investment sales, distressed loan acquisitions, and loan originations, will lead the charge for the ARA Tulsa operations.

Already an active player in the Tulsa market for over two decades, ARA Dallas will operate as an adjunct to the Tulsa office, providing a full range of marketing and analytical support services.

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According to ARA Dallas Principal Brian O'Boyle, Sr., "We have been active in the Oklahoma market for years and have watched the state grow in national presence. The economic fundamentals are strong, as its major cities have worked hard to cultivate and diversify their business bases to include manufacturing, healthcare, and aerospace in addition to their very solid foothold in oil and gas." Further, O'Boyle stated, "Our clients are seeing real value in Oklahoma. As the market fundamentals in the Tulsa and Oklahoma City metro areas are improving, we are seeing opportunities at price points that make economic sense. No longer considered as "secondary markets", these cities are working their way to the forefront. By planting our flag in Tulsa, ARA is demonstrating our long-term commitment to better serve our clients throughout the region."

ARA has represented many investors in the Oklahoma market, most recently Aspen Square Management, Inc. in the sale of the 257-unit Evergreen Park apartment community in Tulsa.

Lamb commented, "Oklahoma's vibrant economy, healthy job market and consistently increasing apartment rents and values make this market a key location for ARA." He added, "Demand for multi-family product has not waned and it continues to be driven by the state's many positive attributes that include its diverse economic base, favorable cost of living, and quality of life amenities that continue to attract businesses and new residents alike."

To schedule an interview with an ARA executive regarding this practice group or for more information about ARA, please contact Lisa Robinson at [Lrobinson@ARAUSA.com](mailto:Lrobinson@ARAUSA.com), 678.553.9360 or Amy Morris at [Amorris@arausa.com](mailto:Amorris@arausa.com), 678.553.9366.

### **About ARA**

Atlanta-headquartered ARA is the largest privately held, full-service investment advisory firm in the nation that focuses exclusively on the brokerage, financing and capital sourcing of multihousing properties including conventional, affordable, distressed assets, notes sales, seniors, student & manufactured housing and multihousing land. ARA is comprised of the country's top investment professionals who leverage a unique and fully integrated cooperative business platform of shared information, relationships and technology driven solutions. ARA's unified enterprise approach ensures that clients are delivered the broadest asset exposure, effective matching of buyers and sellers, and the shortest transaction timeframes in the industry.

The combination of resources, unparalleled market expertise and nationwide presence in the multihousing marketplace has resulted in average annual production volume of \$5.5 billion in real estate transactions since 2005. For detailed information on ARA's extensive multihousing investment services, visit [www.arausa.com](http://www.arausa.com).

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