 IN THE NEWS

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Local Contact: National Contacts:

Kaitlyn Fox Amy Morris or Lisa Robinson

ARA New England ARA National

(781) 238-4819 (404) 495-7300

kfox@arausa.com amorris@ARAusa.com

[www.ARAusa.com](http://listings.arausa.com/?goOffice=4) lrobinson@ARAusa.com

 [www.ARAusa.com](http://www.arausa.com)

**Former Blackrock, Inc. Executive, Shelton Getter, Joins ARA’s New England Operation**
*Veteran Investment Transaction Specialist will Bolster Equity and Debt Service Delivery Platforms*

**Burlington, MA** (May 13, 2013) — Atlanta-headquartered ARA, the largest privately held, full-service investment advisory brokerage firm in the nation focusing exclusively on the multihousing industry, today announced that Shelton Getter has joined ARA’s New England office as an Institutional Broker, servicing institutional sales and equity placement, and will be headquartered in the Burlington, MA office.

Shelton has over 20 years of diversified real estate experience that encompasses asset and portfolio management as well as the sourcing, structuring, and underwriting of new investment opportunities. During the past decade, Shelton has acquired and structured over $3B in real estate transactions. His experience covers multifamily, industrial, retail, and office product types in several primary domestic markets.

Prior to joining ARA, Shelton served as Managing Director of Acquisitions for Blackrock, Inc. where he was directly responsible for sourcing, underwriting, structuring, negotiating and closing wholly owned investments, value-add and development joint ventures in all product types in the Eastern US. Prior to joining BlackRock in 2003, Shelton held asset management, portfolio management, disposition and acquisition responsibilities at Copley Real Estate Advisors and AEW Capital Management.

“I’m delighted to work with the ARA team and look forward to utilizing my broad investment experience to expand and grow the institutional brokerage business and to develop an equity placement practice,” said Mr. Getter.

Shelton is a graduate of The Wharton School – University of Pennsylvania (1988) and is an active member of the Urban Land Institute, the National Multi-Housing Council and the Real Estate Finance Association.

To schedule an interview with an ARA executive regarding this hire or for more information about ARA, nationally please contact Lisa Robinson at lrobinson@ARAusa.com, 678.553.9360 or Amy Morris at amorris@ARAusa.com, 678.553.9366; locally, Kaitlyn Fox, at kfox@ARAusa.com or 781.238.4819.

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 an annual production volume of $9.5 billion in real estate transactions in 2012. For detailed information on ARA’s extensive multihousing investment services, visit [www.arausa.com](http://www.arausa.com/).