



### HEITMAN PORTFOLIO PERFORMANCE

Summary of Properties Leased and Brokered—Pg. 1

Neill McClung, Principal, Broker, CPM®  
 P. 512-785-6810 F. 512-266-9501  
[Neill.mcclung@sbcglobal.net](mailto:Neill.mcclung@sbcglobal.net)

<b><u>Property:</u></b>	<b>Size (square feet )</b>	<b>Year</b>
<p><b>Paragon Building, Midland, Texas</b>                      Negotiated a lease with Atlantic Richfield Co. for the entire building.</p>	<b>20,000</b>	<b>1988</b>
<p><b>Hightower Building, Midland, Texas</b>                      One year later negotiated an 80,000 square foot lease with Pioneer Natural Resources.</p>	<b>80,000</b>	<b>1990-91</b>
<p><b>One City Center, St. Louis, Missouri</b>                      In 1991 Neill took One City Center, a 375,000 s.f.office building located above St. Louis Center from 20% to 90% occupancy. Leases negotiated included Blue Cross/Blue Shield (107,000 s.f.); Deloitte &amp; Touche (36,500 s.f.); &amp; the Shepard, Phoenix law firm (20,000 s.f.) Major competition was a new Metropolitan Life Building and the CBD during a period where tenants were migrating to the suburbs.</p>	<b>375,000</b>	<b>1991-92</b>
<p><b>2700 North Central Building, Phoenix, Arizona</b>                      Leased 2700 North Central to stability in the weakest sub-market In Phoenix while rates in the overall market dropped. Leases were Structured for shorter terms with free rent up front and higher lease Rates so as to hold value and allow leases to roll as the market Recovered. Some of the major tenants were Xerox and Compaq.</p>		<b>1991-92</b>
<p><b>Phoenix, Arizona</b>                      Supervised tenant retention in Kenney’s Distribution Center (500,000 s.f.) &amp; Honeywell Robotics Tech Center (300,000 s.f.)</p>	<b>800,000</b>	<b>1991</b>
<p><b>Bank of America Plaza, Reno, Nevada</b>                      Took property from 70% to 90% occupancy at increased rates (including Federal Judges and large law firms) while new Federal Courthouse was being constructed adjacent to the Bank of America Plaza. Mr. McClung converted a vacant ground floor space to a 10,000 square foot upscale restaurant, Adele’s at the Plaza.</p>		<b>1991</b>

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<b>Glendale Industrial Center, Sparks, Nevada</b> Neill leased this industrial property in Sparks, approximately 1 miles from Reno to 100% capacity.		1991
<b>East Ohio Gas Building, Cincinnati, Ohio</b> Renewed leases with East Ohio Gas Company (100,000 s.f.); Arthur Anderson (100,000 s.f.); & Wall Street Deli (5,000 s.f.) ground floor.	<b>205,000</b>	1992
<b>580 Walnut Building, Cincinnati, Ohio</b> Major leases included IBM and Ohio River.		1992
<b>44 Montgomery Street, San Francisco, California</b> Worked with relocating tenants in the 640,000 s.f., 43-floor property that was going through a major asbestos abatement program, and then staging tenants back to abated floors. Some of the major tenants included the California State Automobile Association, Old Republic Title Company, Littler Mendelson, Sarofim Realty Advisors, Business Wire, Zurich Insurance, Haight, Gardner, Poor & Havens, New York Life and U.S. Risk Insurance (Credit Lyonnais).	<b>640,000</b>	1992
<b>Capitol Bank Plaza &amp; Bank of California Center, Sacramento, CA</b> Worked with various G.S.A. and major law firm tenants; increased Rates and continued to stabilization.		1992
<b>Wilshire Colonnade Building, Los Angeles, California</b> Worked with major tenants through a major name change for this 500,000 s.f. building. Neill was also instrumental in hiring a Korean leasing representative to take advantage of increased Korean professionals in this area.	<b>500,000</b>	1992
<b>Louisville Gas &amp; Electric Building, Louisville, Kentucky</b> Mr. McClung negotiated a lease with Chubb, Inc. for 10,000 s.f.	<b>10,000</b>	1992