

## Brandon A. Smith

Chief Financial Officer



*With over 7 years of investment banking experience, Brandon Smith contributes significant financing and underwriting expertise to the Red Rock platform. As a member of Wachovia Securities' Real Estate Investment Banking Group, Brandon executed over 50 financing and advisory transactions representing over \$20 billion in financing for public and private REITs, private real estate owners and corporate real estate subsidiaries. Brandon's transaction experience, including public debt and equity offerings, M&A/Going Private transactions, private placements and portfolio sales, will provide Red Rock with a diverse set of real estate finance skills to help maximize returns to investors.*



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### EDUCATION

BA, Environmental and  
Evolutionary Biology  
Dartmouth College  
Class of 1997

MBA, UNC Kenan-Flagler  
Business School  
Class of 2003

### AREAS OF EXPERTISE

Financial Analysis  
Financial Modeling  
Mergers and Acquisitions Advisory  
Corporate Finance Strategy  
Net Lease Financing

### PROFESSIONAL AFFILIATIONS

International Council of  
Shopping Centers (ICSC)  
National Association of Real Estate  
Investment Trusts (NAREIT)  
NASD Licensed Representative  
Series 7 and 63

### PROFESSIONAL EXPERIENCE

#### Mergers and Acquisitions Advisory

Lenexa Industrial Park, Inc.  
Sale to HRPT Properties Trust  
Spirit Finance Corp.  
Sale to an equity consortium led  
by Macquarie Bank Ltd.  
Columbia Equity Trust  
Sale to JP Morgan  
Asset Management  
GE Capital Solutions  
Acquisition of Truststreet  
Properties, Inc.

CenterPoint Properties Trust  
Sale to CalEast Global Logistics

CNL Income Funds  
Three-way reverse merger with  
CNL Restaurant Properties and  
U.S. Restaurant Properties Trust

#### Initial Public Offerings

DCT Industrial Trust  
Columbia Equity Trust  
CapLease, Inc.  
Affordable Residential  
Communities

#### Relevant Financing Experience

CapLease, Inc.  
Commercial Net Lease Realty  
Duke Realty  
National Retail Properties Trust  
Realty Income  
Spirit Finance  
Washington Real Estate  
Investment Trust

#### Asset Level Transactions

Undisclosed Office Asset  
423,545 SF Class A Office Space  
Atlanta, GA  
Undisclosed Office Asset  
300,112 SF Class A Office Space  
Birmingham, AL  
TSA Building  
553,599 SF Government Leased  
Office Building  
Arlington, VA  
Undisclosed Multifamily Assets  
960 Units  
Philadelphia, PA