

Realizing Potential
Delivering Results

Full Service
Commercial Real Estate

NAI Avant

Columbia & Charleston
South Carolina



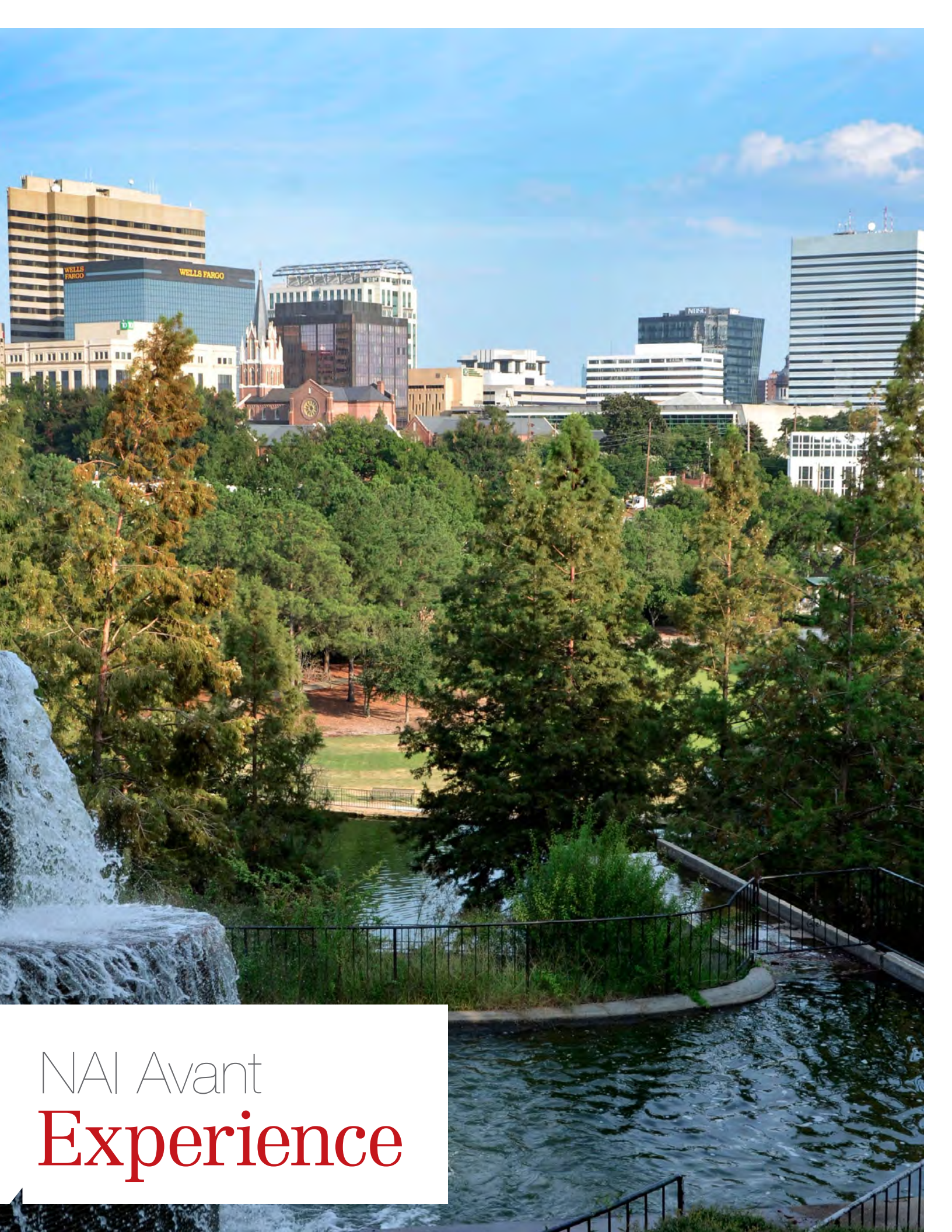
Commitment & performance for the client.

For nearly 50 years, the NAI Avant team has excelled in delivering superior service and performance for its commercial real estate clients. Through dedicated and knowledgeable professionals backed by quality research, our institutional, corporate, small business and individual clients have achieved maximum results.

As a full-service company with offices in Columbia and Charleston, SC, our brokerage, development, management and consulting services are tailor-made to meet the specific needs of each assignment - from single transactions to coordinating the delivery of multiple services over broad geographic areas.

Through our professional and network affiliations, we effectively and efficiently deliver our services at the local, regional, national and global levels.

NAI Avant is dedicated and committed to delivering superior results to our clients.



NAI Avant
Experience

Exceptional service & collaborative teamwork.

Creativity and experience combined with quality research and support have been the hallmark of a brokerage staff that has been South Carolina's leading performer for nearly three consecutive decades. As the market leader in brokerage services and millions of square feet under management, NAI Avant has the capacity, systems and expertise to handle any commercial real estate assignment.

As a member of the NAI Global Network, NAI Avant is affiliated with more than 375 offices strategically located throughout North America, Latin America, Europe and Asia Pacific, with over 6,700 local market professionals, managing over 380 million square feet of property. NAI Global is the single largest, most powerful global network of owner-operated commercial real estate brokerage firms. NAI Avant is a recipient of NAI Global's prestigious Eagle Award, recognizing the top firm in the U.S. secondary markets demonstrating the highest levels of achievement through a combination of leadership, capital resources, commitment to quality and global vision.

NAI Global is a wholly owned subsidiary of C-III Capital Partners, LLC (C-III). C-III Capital Partners is a leading commercial real estate services company engaged in a broad range of activities, including primary and special loan servicing, loan origination, fund management and principal investment. C-III is the primary servicer for approximately \$15 billion and the named special servicer for approximately \$160 billion of commercial real estate loans. We uniquely combine an agile platform with experienced real estate teams, backed by the institutional strength of one of the world's leading property investment companies. Our depth of expertise includes:

- Investment Sales
- Health Care Real Estate Services
- Retail Sales and Leasing
- Property and Project Management Services
- Office Sales and Leasing
- Special Asset and Receivership Services
- Tenant Representation
- Corporate Advisory Services
- Land Sales
- Fee Development and Build-to-Suit Services
- Site Selection

Innovative expertise in development & management.

Diverse Development Tradition

NAI Avant and its executive development team deliver an expertise refined at EDENS (formerly Edens & Avant) - one of the nation's most accomplished development firms with \$4 billion in real estate assets.

Our mission is to continue this nearly 50 year tradition in delivering superior, fee-based and build-to-suit development services for:

- Healthcare and Specialized Facilities
- Multi-Tenant Office, Retail and Industrial Properties
- Urban Mixed-Use
- Commercial Parks
- Adaptive reuse and historic rehabilitation

NAI Avant has the flexibility, capacity and financial strength to carry a project through all planning, development and operational phases customized to the needs of individual clients.

Management From An Owner's Perspective

Our experienced specialists in property, facility and project management polished their services by executing the goals and objectives of a premier asset based company.

From investment property to corporate facilities to specialized buildings, our staff provides:

- Responsive building and facility management on a 24/7 basis
- Efficient and effective results achieved through a coordinated effort of building managers, engineers and maintenance personnel
- Project management for tenant upfits, major redevelopments and renovations, and ground-up new developments

With millions of square feet under management, we have the capacity, systems and expertise to handle any commercial real estate assignment.

Active involvement in the community and industry.

At NAI Avant, an integral and essential element of our mission is our commitment to community service and professional development.

We are proud of our longstanding involvement and leadership roles in the charitable, educational and economic development initiatives of our community and the participation in these activities by our staff.

NAI Avant professionals are also committed to continuing their personal development and contributing to the improvement of our industry, assuming leadership responsibilities in a wide variety of professional organizations. The professional development designations and organizations NAI Avant is involved in includes:

- CCIM - Certified Commercial Investment Member
- CPM - Certified Property Manager
- CMA - Certified Managerial Accountant
- CPA - Certified Public Accountant
- SIOR - Society of Industrial and Office Realtors
- ICSC - International Council of Shopping Centers
- ULI - Urban Land Institute
- IREM - Institute of Real Estate Management
- SCHA - South Carolina Hospital Association
- SCEDA - South Carolina Economic Developers' Association
- SCFA - South Carolina Forestry Association

NAI Avant
Philosophy



Energetic team providing uniquely efficient business.

The NAI Avant corporate culture brings a unique, strategic “team approach” to every aspect of our full-service business. We work in synergy with our clients. We work efficiently and we are resourceful in delivering a proven formula for success.

Our group is experienced and energetic. As an integrated team, we all play a role in each and every transaction. As part of an entrepreneurial local firm with global connections, our network allows us to react quickly, locally and globally.

Complex circumstances in today’s real estate environment call for an expert advisor who has personally been involved in advising hundreds of clients. We act as the advisor who takes a fiduciary position with our client’s assets with the desire to think creatively while maximizing value in each key point of the process.

We offer expertise, advice and in-depth knowledge of the entire transaction process to ensure an expedient time frame and maximum value for the client. Our goal is to exceed our clients’ expectations.

From analytics to graphic design, sophisticated negotiating, to out-of-the-box solutions, our team has a broad yet focused skill set to bring the maximum positive experience to the transaction or advisory service provided. We have a wide range of marketing options and the expertise of our full-service marketing team.

Our depth of experience from experts on the ground.

At NAI Avant, many of our assignments extend beyond focused transactional, management and development services.

Strategic planning and creative marketing execution begin by combining the analytical skills of professionals in research, analysis and marketing with the market knowledge gained from decades of collaborative success.

NAI Avant is committed to providing a superior platform integrating original research, proprietary databases and skilled secondary data evaluation to formulate and deliver on the strategic initiatives of our clients.

Significant commercial real estate endeavors require more than pre-packaged data delivered in a vacuum. Skilled demographic, economic and financial analysis combined with the transactional expertise of our seasoned staff, deliver superior service unmatched in our market.

NAI Avant also enjoys access to a vast source of specialized expertise through its NAI Global affiliation and the network's 6,700 professionals in over 375 offices worldwide.





Our Firm

- As a spin-off of the \$5 billion EDENS (formerly Edens & Avant), NAI Avant traces its roots back to 1966
- A full-service company comprised of 65 professionals
- CoStar awards NAI Avant as a Top Sales and Leasing Firm in Columbia, SC year after year
- CoStar ranks NAI Global #1 in the Carolinas as the Top Listing Brokers and Top Buyer Brokers by Sales Transactions
- NAI Global's designated representative for the Columbia and Charleston, SC market areas

NAI Avant provides clients with access to brokers in each discipline with expertise in office, industrial, retail, healthcare and investment practices. Dedicated to providing our clients with the most comprehensive resources, NAI Avant offers various core competency combinations tailored for our clients.

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