

## GREYSTAR APPOINTS HUTCHINSON TO SPEARHEAD SOUTHEAST GROWTH

Greystar, the nation's largest multifamily real estate management firm, has appointed Ray Hutchinson as Senior Managing Director of Real Estate. Based in Greystar's Atlanta office, he is now responsible for the firm's property management operations throughout the Southeast, which includes Georgia, Alabama, Tennessee, the Carolinas and Kentucky.

"We expect significant growth from our clients in both Florida and the Southeast, said Andrew Livingstone, Executive Managing Director for Greystar. "These expectations, coupled with our desire to maintain the high level of customer service they have come to expect, drove our decision to establish them as separate regions," he added. "We look forward to Ray continuing to drive our growth and customer satisfaction in the Southeast."

The Atlanta Business Chronicle's 2011-2012 Book of Lists already ranks Greystar first in the Atlanta market. It also tops [The National Multi-Housing Council's](#) 2011 list of Top 50 Apartment Managers. The team's goal is to increase the number of apartment units under management in the Southeast to 60,000 – 25,000 in the Atlanta area alone – within five years.

Hutchinson was previously a principal and co-founder of Allegiant Residential, a privately-held firm based in Birmingham. He also has almost two decades of REIT experience, serving in senior positions with both Colonial Properties and Summit Properties. Those past experiences have allowed Hutchinson to develop a strong circle of influence in the Southeast.

"My 17 years with public REITs, which gave me operational, investment and development experience, have helped me establish strong relationships with owners, operators, brokers and land sellers across the Southeast," Hutchinson said.

### About Greystar

Greystar is a fully integrated multifamily company offering expertise in property management, development and investment throughout the United States. Greystar was founded in 1993 with the intent to become a provider of world-class service in the multifamily real estate business. Greystar's innovative business model integrates the management, development and investment

disciplines of the multifamily industry on both national and local levels. Headquartered in Charleston, SC., Greystar manages over 190,000 units in 100+ markets with a team that is more than 5,000 strong and growing. Greystar has invested approximately \$3 billion in multifamily investments since its inception. To learn more about Greystar, visit [www.Greystar.com](http://www.Greystar.com).

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