

John P. Vallas, Jr.

Owner, Principal and Qualifying Broker

Current Responsibilities

Mr. Vallas is currently the Qualifying Broker for Vallas Realty, Inc. Opened in 2009, Vallas Realty has overseen multiple notable transactions including buyer and tenant representation, seller representation, landlord and tenant representation, site selection services for national, regional and local retailers and restaurants. Vallas Realty has extensive experience in the marketing and sale of special assets and REO properties. Vallas Realty, Inc. is licensed in Alabama, Florida and Mississippi.

Experience

Mr. Vallas began his real estate career in 1992 with Prudential Cooper & Company, the second-largest real estate company in Mobile. He was named Rookie Agent of the Year and earned numerous "Top of Rock" sales awards. In 1994, he became a principal in Saad & Vallas Realty Group, the then-market leader in commercial real estate and development with proven track record throughout the Southeast. Vallas Realty, Inc. was opened in 2009, and has enjoyed unparalleled success along the Gulf Coast.

Representative Transactions

- Ralph & Kacoo's - \$4MM purchase of a large waterfront restaurant and adjoining three parcels of waterfront land in 2015
- Café Del Rio - \$2.5MM purchase of large seafood restaurant in 2014
- Infirmary Health System - purchase of \$2.2MM office building in Daphne, Alabama. IHS is the second-largest hospital in the State of Alabama
- CVS - 10-parcel assemblage in Saraland, Alabama for development of new pharmacy
- Mobile County Public School System - five parcel assemblage for the new Citronelle High School expansion in 2014

Education and Affiliations

Mr. Vallas earned a bachelor of science degree in business administration from University of Southern Mississippi. He is a member of the National Association of Realtors, Alabama Association of Realtors, and Mobile Area Board of Realtors, as well as a Member and Past President of the Gulf Coast Commercial Exchange. Mr. Vallas has served on the City of Mobile Planning Commission since 2001, and the Greater Mobile Development Commission since 2009. He is also a member of the Board of Directors for the Mobile Chamber of Commerce.



Recent & Active Transactions:

- Brinker International / Chili's
- Cheddar's
- C-Spire
- CVS
- Department of Veterans Affairs
- Dunkin Donuts
- Hancock Bank
- HealthSouth Surgical Center
- Hooter's
- Infirmary Health System
- Mattress Firm
- McDonald's
- Movie Tavern
- Murphy Oil
- Mobile County Public Schools
- Panda Express
- Popeye's
- Regions Bank
- Shrimp Basket
- Tropical Smoothie
- Trustmark Bank

Robert H. Cook, CCIM

Sales Agent and Marketing Specialist

Current Responsibilities

Mr. Cook is currently the lead Sales Agent for Vallas Realty, Inc. He has overseen multiple notable transactions including buyer and tenant representation, seller representation, landlord and tenant representation, site selection services for national, regional and local retailers, restaurants and large office users. Mr. Cook has extensive experience in the marketing and sale of investment properties, special assets and REO properties. Vallas Realty, Inc. is licensed in Alabama, Florida and Mississippi.

Experience

Mr. Cook began his real estate career in 2006 with White Spinner & Associates, one of the largest commercial real estate firms in Mobile. He was consistently named one of the Top Producers of the firm. In 2013, he joined Vallas Realty Group, the market leader in commercial real estate and with proven track record throughout the Southeast. Vallas Realty, Inc. was opened in 2009, and has enjoyed unparalleled success along the Gulf Coast.

Representative Transactions

- Love's Truck Stop - \$1.76MM purchase of a large Interstate frontage site in Prichard, Alabama in 2014
- Coastal Door and Window - \$2.9MM sale of a lender-owned 147,000 SF office / warehouse property in 2013
- Fortis College - sale of a net-leased office property to a private investor in 2013
- Planet Fitness - \$1.4MM sale and redevelopment for a Planet Fitness franchisee in Daphne, Alabama in 2014
- Sabal Financial – \$1.87MM disposition of lender-owned development consisting of 46 lots and ±71 acres in 2015

Education and Affiliations

Mr. Cook earned a Bachelor of Business Administration from University of Mississippi with a concentration in real estate and marketing. He is a member of the National Association of Realtors, Alabama Association of Realtors, and the Mobile Area Association of Realtors. He is also a member of the Mobile Commercial Real Estate Exchange Club. In addition, Mr. Cook earned the Certified Commercial Investment Member (CCIM) designation in 2011. He serves on the Board of Directors of the Gulf Coast Chapter of CCIM, the Mobile Big Game Fishing Club, and the Coastal Conservation Association. In his spare time, he is an avid hunter and fisherman. Robert and his wife Shannon have one child, Annie.



Recent & Active Transactions:

- Anytime Fitness
- C-Spire
- CEFCO
- Century Bank
- Chili's
- Fortis College
- Half Shell Oyster House
- Hancock Bank
- Love's Truck Stops
- Mobile County Public Schools
- Planet Fitness
- Rialto
- Sabal Financial
- Summit Investment Management
- Waffle House
- Wells Fargo

Amber Hightower Dedeaux

Associate Broker-Alabama | Qualifying Broker-Florida

Current Responsibilities

Ms. Dedeaux is currently an Associate Broker for Vallas Realty, Inc. in Alabama, and the Qualifying Broker for VRI in Florida. She joined the company at its inception in 2009. Ms. Dedeaux's current focus and responsibilities include the leasing of listed shopping centers, as well as tenant representation. Her current portfolio of listed shopping centers stretches from Semmes in west Mobile County, to several centers in Mobile, Crichton, Saraland, Theodore, and Orange Beach. Ms. Dedeaux represents over 415,000 square feet of retail space.

Experience

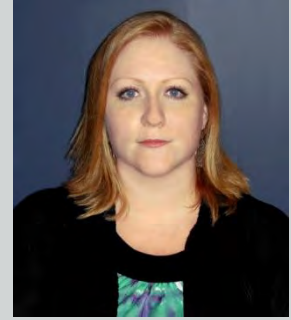
Ms. Dedeaux began her real estate career in 2001 with Saad & Vallas Realty Group the then-market leader in commercial real estate and development with proven track record throughout the Southeast. Beginning as Administrative Assistant to Mr. Vallas, Ms. Dedeaux pursued her Alabama Salesperson's license in 2003, and obtained her Alabama Broker's license in 2007. After moving to Vallas Realty upon its opening in 2009, she obtained her Florida Broker's license in 2013.

Representative Transactions

- Ferguson Fire & Fabrication - Seller representation of a \$938,000 sale of a ±20,000 SF industrial building on approximately 2.5 acres in Theodore, AL in 2015
- Dollar Tree – Landlord representation of a lease of an approximately 9,600 square feet of retail space in a shopping center on Moffett Road in Mobile, AL in 2015
- Greer's Cash Saver – Landlord representation of a ±15,000 square foot grocery store, on an entire city block in 2015
- Hillcrest Urgent Care – Tenant representation of a ±3,600 square foot medical office use in a new Publix development on Hillcrest Road in Mobile, Alabama in 2013

Education and Affiliations

Ms. Dedeaux studied English and Communications at the University of South Alabama. She is a member of the National Association of Realtors, Alabama Association of Realtors, Mobile Area Board of Realtors, and the Mobile Chamber of Commerce.



Recent & Active Transactions:

- Banker's Life & Casualty
- Citi Group
- Checkers
- Cricket Wireless
- Dollar Tree
- Dollar Store
- Ferguson Fire & Fabrication
- Hillcrest Urgent Care
- Jackson Hewitt
- Little Caesar's
- Metro PCS
- One Main Financial
- Securitas
- Snap Fitness
- Subway
- Regions Bank
- Rex Furniture
- Real Estate Matrix
- Rialto Capital Management
- Rock N Roll Sushi
- Walmart



Vallas Realty's wide range of experience includes brokerage of land and buildings, leasing of retail and office space, commercial development, site selection and special asset services. Our extensive knowledge of the area and industry, our broad network of local and national contacts that can only be earned through years of working in the real estate field, and our unique foresight gained by working in the market for two decades has shaped the foundation of Vallas Realty, Inc.

Our reputation as one of the premier retail site selection firms along the Gulf Coast, has resulted in the successful procurement of multiple locations for CVS, Rave Motion Pictures, Darden Restaurants, Ruby Tuesday's, McDonald's, Taco Bell, Edwin Watts Golf, Talbots, Pier 1 Imports, Office Depot and numerous other national and regional tenants.

Development projects have included the development of McGowin Park which includes Hank Aaron Stadium, Fox News Ten Broadcasting, Hollywood Stadium 18, and is now expanding into one of the biggest power centers in Mobile, bringing the area's first Costco. John Vallas worked as one of the developers for Heron Lakes Country Club, for the 123 lot residential project along with the new front nine. Vallas Realty has represented the Mobile County School Board and Infirmity Health System on numerous transactions. We have also acted as broker of record for sales to Wal-Mart, Lowe's, McDonald's, Taco Bell, Longhorn's, and numerous others.

For the past six years, we have been very involved in the sale of special asset properties in the Mobile and Baldwin County areas of Alabama, the Mississippi Gulf Coast, and the Florida Panhandle. This success has continued with closing for 51 lots at The Willows in Fairhope and a 100 lot subdivision in Mobile to DR Horton; a 100 lot, 183 acre waterfront subdivision in Theodore; a 111 lot, 41 acre subdivision in Mobile with five partially completed houses; a 57 lot subdivision in Pensacola; 84 acres in Tillman's Corner, a movie theater in Foley, and an 84 lot subdivision in Hammock Bay, Florida to a private investor.

We are also currently negotiating or have under contract numerous other REO / Special Asset properties in Mobile, Daphne, Fairhope, and Spanish Fort, Alabama; along with others in Destin, Freeport and Pensacola, Florida. Our track record of successful closings has resulted in the recent new listings at over \$25 million with just one of these lenders. Many of the projects that were sold to investors, we have re-listed for the investors to sell again, further illustrating our stellar reputation amongst buyers and sellers alike.

Vallas Realty is licensed in Alabama, Florida and Mississippi.

We have included our references on the following page.

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