
UNT Real Estate Alumni Association

Summer 2004

Volume 1, Issue 1

Welcome to the UNT Real Estate Alumni Association

The University of North Texas is home to one of the premiere real estate schools in the country and is one of the only colleges in Texas with a full real estate program! Of course, you probably graduated from UNT and are fully aware how valuable your education has been to your career in real estate. Like many other occupations, real estate is an extremely interpersonal industry where your success is based on your relationships with others in this field. Your association with UNT could be more valuable than you may have ever imagined!

There are over 1,500 known real estate graduates and countless finance grads who are major players in the commercial and residential real estate markets! The University of North Texas Real Estate Alumni Association is being created to provide a forum to bring these UNT grads together and help you build contacts with other alumni.

The idea to form an official alumni association stems from the amount of correspondence UNT's alumni continue to have with UNT and the strong alumni attendance at Baen's Annual Real Estate Retreat. An organization committee was formed about six months ago to initiate the association and determine how to best support UNT real estate alumni.

The initial activities will be to create a membership directory and website that is available to all alumni members. The newsletter will be published semi-annually and will include a brief overview of the current real estate market, a profile on selected alumni members, activities scheduled through this organization and at UNT, alumni news and updates, have/wants, and other general real estate information and stories.

In addition to the directory, website and newsletter, several networking activities will be held throughout

the year. The first of which will be at Dave & Buster's in Dallas on I35E at Walnut Hill. (See enclosed article on "Alumni Happy Hour.") Other events will likely include an alumni golf tournament, awards dinner, and other to be determined events that will benefit members.

Please take a moment to read through this newsletter and visit the website. If you are interested in becoming an alumni member, please fax back the enclosed reply form with your contact information, and we will be sure to keep you updated of all future events. We anticipate that the association will continue to remain free of charge to all members; however, a minimal fee may be required in the future to cover expenses. Also, please inform anyone you know who may like to become a UNT Alumni member. The organization is open to all who are involved or interested in the real estate industry and UNT.

We look forward to your membership and hope to see you at the first Happy Hour!

WEBSITE: RealEstateAlumni.unt.edu

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We would like to include any interesting stories that you may have regarding real estate transactions that you have been involved with or other various informative articles such as the one below.

Talkin' Texan

A Texas appraiser once sent a ranch appraisal to some New Jersey investors. The report inventoried the property's assets right down to the cattle guards. Later, the appraiser received a letter from a New England area lender asking, "How much are the cattle guards paid?"

That story points out the role of communication in a successful real estate deal. If you are new to Texas and interested in buying some of the Lone Star State, be sure you can talk Texan. Better yet, consider having a native Texan along to translate. Staying on the topic of rural property, there are some other Texas terms everyone should have clear in their minds before contacting a real estate agent. For example, there's the word "tank." If your agent says the property has three tanks on it, that doesn't mean it's protected by the U.S. Army. It has three ponds. Or, if your agent tells you the property has an "all" lease, that's good. In Texas tawk, "all" translates as oil.

The road in front of that country place probably is bordered by what Texans call a bar ditch. No tavern has to be within sight. Or you might hear someone refer to their bottom land. That's low-lying property that may flood. You probably don't want your "place" (ranch or farm house) there. If you're trying to pass yourself off as a Texan, open your mouth with care. If you ask, "How many PEE-can trees does this property have?" the answer is likely to be, "None. But, it does have quite a few pecan (pa-KAWN) trees."

Newcomers should do their homework before venturing into the wilds of Texas real estate. When I lived in Dallas, I met a woman from New York. She was proud of the new home she had just purchased. She said it had one of those "rare mesquite trees" in the front yard.

There are other slip-ups you might make that would reveal your non-Texan roots. That's especially true in the pronunciation of geographical locations, such as those with Spanish origins. San Antonio is in Bexar County — pronounced "bear."

While there's a city spelled Waxahachie, Texans call it Walks-a-hat-chee. Then there's Mexia. Don't say MEX-i-ah; Texans say Ma-HAY-ah. And Refugio trips up lots of non-Texans who usually call it Re-FEWGE-e-oh or anything but Re-Fury-o.

Be careful. Just when you think you've mastered the Spanish influence in our geography, we throw a curve — such as Villa Maria Street in Bryan. Locals pronounce it just the way it's spelled (Vill-ah Mah-ree-ah), and not the Spanish Vee-ah Ma-REE-ah. I live on Angelina, which in Spanish would be pronounced as Ahn-hey-lee-na, but in College Station, we say An-ja-lee-na.

While in Hollywood, you may shop on Ro-DAY-o Drive, but in Texas, we always say RO-dee-o. Every town in America has roads and streets with pronunciations that outsiders trip over and reveal their newcomer status. For example, an Austin street is spelled Burnet, and nonlocals might be tempted to call it Burr-NET. Nope. Say "BURN-it."

Even native Texans slip up now and then on their geography. We often refer to the Rio Grande river, which is of course redundant. Rio means river in Spanish. Rio Grande translates as the grand river. So saying Rio Grande river is saying river twice.

It isn't advisable to make fun of how a Texan talks. They may be proud of it. One of my favorite bumper stickers is the one that reads, "Foat Wuth. Ah luv yew."

We've only touched on some the real estate aspects of talking Texan. There are numerous books and Internet sites devoted to learning to talk Texan. Obviously, Texans stand out when they travel to other states. While living in Baltimore, Maryland, I was told by a native, "Youse sure do talk funny."
Shore 'nuff.

Written by David S. Jones, Communications Director & Senior Editor, Texas A&M University, Real Estate Center djones@recenter.tamu.edu

Alumni Profiles

Each newsletter will feature a short bio on selected members of the Alumni Association. Please contact the Alumni Association if you would like to have your bio included in a subsequent newsletter. The following bios are of the UNT Real Estate Alumni Association Organizational Committee.

BRAD CRUICKSHANK

Investment Advisor
 Sperry Van Ness Realty Advisors
 Fort Worth, Texas; 817-377-4672

Brad Cruickshank is a commercial real estate broker with Sperry Van Ness Realty Advisors in Fort Worth, Texas. He specializes in investment properties, primarily retail and office complexes, throughout the Southwestern United States.

Prior to joining Sperry Van Ness, Brad worked in acquisitions with Invesco Realty Advisors, a Dallas based pension fund advisor. Previous experience includes working as the Real Estate Market Analyst for Sally Beauty Company and a Market Researcher for CB Richard Ellis.

Brad earned his MBA in 1998 and BBA in 1993, both at the University of North Texas, and was recently awarded the 2003 "Outstanding Alumni in Real Estate." He is active in his community and serves as the Mayor Pro-tem in River Oaks, Texas, where he is also President of the Economic Development Corporation, Vice President of the Crime Control and Prevention District, and Chairman of the Strategic Planning Committee.

MALENA MEAZELL, CCIM

Owner
 Citadel Real Estate
 Plano, Texas; 972-769-2112

Malena Meazell is a graduate of UNT, receiving a BBA in Finance in 1980. During college, a mentoring professor sponsored her to obtain a real estate license. After graduation she worked for Craig Hall's Resource Savings as an Assistant Loan Officer in commercial real estate lending. During the S&L crises she established her own MWOB certified corporation to provide management and disposition services for commercial real estate assets owned by the FSLIC, FDIC, and RTC. In 1999, Ms. Meazell was engaged by BNC Real Estate as Director of Acquisitions and Dispositions. In 2003, she again ventured out on her own and began working as an independent commercial real estate and mortgage broker. Ms. Meazell is a member of NTCCIM, NTCAR, and American Mensa.

CHRIS JARES

Assistant Vice President/Relationship Manager
 Wells Fargo Bank, NA
 Dallas, Texas; 972-364-1037

Chris completed his BBA in Real Estate and Finance, *magna cum laude*, from the University of North Texas in December 1999. Since that time, he has been employed by Wells Fargo Bank's Real Estate Group in Dallas, TX, with varying responsibilities. He started with Wells Fargo as a credit analyst, charged with the duties of completing financial reviews of the Dallas portfolio's borrowers and projects under construction. In 2001, Chris went to San Francisco, CA for a 6-month credit training program to prepare him for a career as a lender. He returned to Dallas in 2002, where he began his current position of Relationship Manager. His duties include the management of a \$150MM portfolio of construction loans and lines of credit for institutional real estate investors and developers. In March 2003, he was promoted to Assistant Vice President. Chris recently completed his MS degree in Finance from the University of North Texas in May 2004.

Mr. Jares is active in his participation with the North Texas CCIM chapter, including holding a board position in 2003, as well as being a committee member of the chapter's annual Sporting Clays event. He has also been actively involved in fundraising for local AIDS charities, raising over \$14,000 in the past four years.

CURTIS STOGSDILL

JPI
 Irving, Texas; 972-444-2190

Curtis graduated in 1998 with a BBA in Real Estate and followed up with an MBA in 2001. Mr. Stogsdill has been involved in retail market analysis, student housing acquisitions /asset management and is currently operating as an independent real estate broker and consultant. Previous employers include Sally Beauty, Arthur Andersen, and FirstWorthing. In the Fall of 2003 Mr. Stogsdill taught a real estate agency course at North Lake Community College and became a member of the City of Irving Building and Standards Commission.

<p>KEITH HELTON President/CEO C & F Enterprises Fort Worth, Texas; 817-721-6552</p> <p>Keith is currently the President and CEO of C&F Enterprises, a private REIT founded by his father. As President of C & F Enterprises, Keith now represents the ownership interests of the REIT in asset acquisition/disposition and the management of a commercial equity portfolio.</p> <p>Keith received his BBA in Real Estate from the University of North Texas in 1998. Upon graduation, he began his real estate career with GE Capital Real Estate, Asset Management Department. After approximately two years with GE Capital, Keith then served as Asset Management Coordinator for Invesco Realty Advisors where he assisted in the management of six debt and equity portfolios consisting of approximately 5,186,500 s.f. of commercial property and 1,687 multi-family units.</p> <p>After a short stint with Mohr Partners, Keith was hired as Senior Analyst/Junior Underwriter for RER Resources in the underwriting and due diligence department. He was responsible for the due diligence, analysis, underwriting, and restructuring of commercial real estate loans on single properties and portfolios set for securitization.</p>	<p>DR. JOHN BAEN Professor of Real Estate University of North Texas Denton, Texas; 940-565-3071</p> <p>John S. Baen is a Professor of Real Estate at the University of North Texas in Denton, Texas, as well as a practicing commercial real estate broker, certified real estate appraiser, author and expert witness / consultant. Dr. Baen has authored over seventy (70) articles, five books / texts and is currently serving as the American Real Estate Society (ARES) representative as Director of the International Real Estate Society (IRES). Professor Baen has held positions, lectures, and delivered academic and industry speeches in New Zealand, Australia, United Kingdom, Austria, Sweden, South Africa and throughout the United States of America. His research and lectures are anchored in both theory and practical aspects of a wide range of real estate topics which have earned three national manuscript awards which were sponsored by ARES corporate sponsors such as John Hancock (1997); Prudential (1998); and the International Council of Shopping Centers (1999).</p>
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Upcoming Activities - UNT Real Estate Alumni Association

<p>Tuesday, 7/20/04 6:00-8:00 PM Dave & Buster's (I35E at Walnut Hill)</p>	<p>UNT Real Estate Alumni Association Happy Hour and Networking Event Join the UNT Real Estate Alumni Association for its first happy hour event, being held at Dave & Buster's in Dallas (10727 Composite Drive, 214-353-0620). The event will be the first in a series of networking events that the group plans to arrange. Please feel free to bring friends or coworkers that work in the real estate industry or are interested in the business. The UNT Real Estate Alumni group will have membership forms and announcements of future events at the meeting. The goal of the event is social as well as networking among colleagues for both jobs and deals. Complimentary hors d'oeuvres will be served, but we will be operating a cash bar.</p>
<p>Thursday, 9/16/04 11:30 AM-6:00 PM Dallas Gun Club Lewisville, TX</p>	<p>Ninth Annual North Texas CCIM Sporting Clays Tournament Join the UNT Alumni Association and John Baen for the North Texas CCIM chapter's annual sporting clays tournament. The \$100 admission fee includes targets and shotgun shells for the 12-station course, dinner and admission to the silent auction. We would ideally like to form a few UNT Real Estate Alumni teams to compete for tournament trophies. We are also interested in donations from friends of the alumni group so that we can buy a station sponsorship (\$1,750) to discuss our group and give exposure to Baen's UNT Real Estate Club. Last year, there were over 120 shooters and UNT had 22 volunteers at the event. This year, we would like to increase UNT's prominence – wear your green UNT shirt!</p>
<p>October 2004 TBD Baen's Ranch in Jacksboro, TX</p>	<p>Annual Real Estate Retreat at the Baen Ranch Baen will be hosting the annual retreat and networking event at his ranch in Jacksboro, TX in October. The date is still to-be-announced, but further information will be forthcoming. If you have not attended this in the past, it is a great way to keep in touch with real estate alumni and friends and is a lot of fun. The free event will have food and fellowship, job networking and deals.</p>
<p>Questions?</p>	<p>Please call Brad Cruickshank at 817/377-4672 or Chris Jares at 972/364-1037</p>

Job Opportunities

The real estate field is extremely HOT! Below is a list of several companies interested in hiring real estate professionals from the University of North Texas. If you have any job opportunities at your business, please contact the Alumni Association web site to have them posted in future newsletters.

Mohr Partners, Inc
Corporate Real Estate Advisors
15305 Dallas Pkwy, Suite 170
Addison, Texas 75001
Telephone 972.239.0394
Contact: Ted Fredericks
*Internship

Manpower Professionals
12225 Greenville Ave. #120
Dallas, Texas 75243
Telephone 972.234.6373
Contact: Marlon S. Monsalve

The Sage Group
3517 Highway 17, Suite A
Orange Park, Florida 32003
Telephone 904.215.6623
Contact: Larry G. Sage

Texas Land Advisors, LLC
Fax 972.720.1112
Email
amulkey@landadvisors.com
Contact: John Sullivan
*Internship

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Xceligent/North Texas
Commercial Data Exchange
8201 N. Stemmons Fwy, Suite
200
Dallas, Texas 75247
Telephone 214.631.1280
Contact: Mark Graybill

Sterling University Uptown
2601 West Oak
Denton, Texas 76201
Phone 940.384.7600

Real Estate Advisory Services
Business Transformation Group
Ernst & Young LLP
2121 San Jacinto St, Suite 1500
Dallas, Texas 75201
Phone 214.754.3570
Contact: Don Wood

Centex Home Equity Corp.
Phone 800.416.6050 x 8863
Contact: Eric Blackwell

Jefferson Mortgage Services,
Inc.
Fax 972.331.0344
Contact: Tyler Brown

Integra Realty Resources
930 West 1st Street, Ste 303
Fort Worth, Texas 76102
Telephone: 817-332-5522
Contact: Dan Wright

Apartment Careers.com
14900 Landmark Blvd. Suite
300
Dallas, Texas 75254
Phone 972.692.2430
Contact: Jason R. Brown

Gillham, Golbeck & Associates,
Inc.
Real Estate Executive Search
Linda@recouncil.com

ProLogis
www.prologis.com

UNT Real Estate Alumni Happy Hour

Throughout the year there will be several happy hour/networking events to bring alumni together to share stories and make contacts with other UNT real estate professionals. The first Happy Hour will feature be at Dave & Buster's in Dallas (I35E at Walnut Hill) and will feature Dr. John Baen and others who keep you up to date with activities at UNT and within the local and national real estate markets. Please feel free to bring a friend or co-worker even if they did not attend UNT. Please meet in the main bar area.

When— July 20th, 6:00-8:00 PM

**Where— Dave & Buster's (I35E @ Walnut Hill)
10727 Composite Drive
Dallas, Texas 75220-1207
214-353-0620**

One of the primary goals of the UNT Real Estate Alumni Association is to promote interaction among alumni and provide additional deal-making opportunities! A list of all new members who recently joined the Alumni Association will be included in each newsletter. Additionally, a Member Directory will be kept on the website that can be accessed at any time.

<p>E. Edward Okpa, II '86 The OKPA Company, LLC Principal. Real estate appraisal, studies and consulting PO Box 1132 Addison, Texas 75001 972 960-1417 eokpa@airmail.net</p>	<p>Shane Stephens '02 Swearingen Realty Group, L.L.C. Senior Market Analyst 5950 Berkshire Lane, Ste. 700 Dallas, Texas 75225 214-365-2761 sstephens@swearingen.com</p>	<p>Mary Kynard '00 The Staubach Company Associate Transaction Manager 111 Clyde Dr., Aledo, TX 76008 817-441-5277 mary.kynard@staubach.com</p>
<p>Daniel Ebner '95 Overland Capital Director of Acquisitions/Originations 2201 Royal Ln. Suite 155 Irving, TX 75063 Office Phone: 214-647-4593 debner@overlandcapital.com</p>	<p>David "Ryan" Kynard '00 James Daniels & Associates. Right-of-Way/Relocation Agent 9239 Vista Way Fort Worth, TX 76126 817-480-3104 rkynard@jdanielsassociates.com</p>	<p>Ryan Cooper '96 C-BASS Loan Asset Management Assistant Vice President of Due Diligence 3918 Echo Mountain Drive Kingwood TX 77345 214.334.3344 rcooper@clam.c-bass.com</p>
<p>Adam Howells '92 Holliday Fenoglio Fowler, L.P. (HFF) Director/Investment Sales 8401 N. Central Expressway Suite 400 Dallas, Tx 75225 214.265.0880 214.265.9564 ahowells@hfflp.com</p>	<p>Whitney Long '02 EMC Mortgage Corporation/Bear Stearn 1460 Bregenz Ln. Lewisville, Tx 75077 214-923-4550 wlong@bear.com</p>	<p>Robert R. Tipton '90 Joseph J. Blake & Associates Commercial Real Estate Appraiser 3027 Routh Street, Suite 103, Dallas, Tx 75238 214-969-7477 rtipton@blakedallas.com</p>
<p>Brad Cruickshank '93, '98 Investment Property Sales Sperry Van Ness Realty Advisors 6115 Camp Bowie, Suite 110 Fort Worth, Texas 76116 817-377-4672 brad.cruickshank@svn.com</p>	<p>Tony L. Bowen '94 Sr. Acquisitions Manager LAND CAPITAL GROUP, INC. 3330 Earhart Drive, Suite 213, Carrollton, TX 75006 Ph 972.661.8303 Mobile 214.924.5961 tbowen@landcapital.com</p>	<p>William Knight '96 Joseph. J. Blake & Associates Appraiser 3027 Routh Street, Dallas, Texas 75201 214-969-7477, x 21 wknight@blakedallas.com</p>
<p>Curtis Stogsdill '98, '01 JPI On Campus Housing 1008 W Northgate Irving, Tx, 75062 214 729 2800 cstogsdi@jpi.com</p>	<p>Malena Maezell CCIM '80 Citadel Real Estate, Owner 4517 New Orleans Drive Plano, Texas 75093 972.769.2112 972.769.2133 fax mezell@ccim.net</p>	<p>Chris Jares '99, '04 Assistant Vice President/Relationship Manager Wells Fargo Bank, NA Dallas, Texas 972/364-1037 jareschp@wellsfargo.com</p>
<p>Keith Helton '98 C&F Enterprises Owner/CEO 9063 Rushing River Dr. Ft. Worth, Tx 76118 817-721-6552 k_helton@hotmail.com</p>	<p>Dr. John Baen Director of Real Estate University of North Texas Denton, Texas 76203 940-565-3071 Baen@unt.edu</p>	<p>Dan Wright Integra Realty Resources Commercial Real Estate Analyst 930 W. 1st Street # 303 Fort Worth, Texas 76102 817-332-5522 ext.214 DWright@irr.com</p>
<p>Rob Slesinger Sr. VP/Loan Supervisor Wells Fargo Bank 5400 LBJ Fwy #1000 Dallas, TX 75240 slesinge@wellsfargo.com</p>	<p>Randall Smith '90, '92 Randall Smith & Associates (owner) Real Estate Development & Brokerage 829 Tealwood Circle Flower Mound, TX 75028 972-333-4258 cell rsmith76@att.net</p>	<p>Brian Heitzman '86 Sally Beauty Company, Inc. Senior Real Estate Manager 3900 Morse Street Denton, Texas 76208 Phone: 940.898.7940 bheitzman@sallybeauty.com</p>
<p>Chad Mankins '98 Integra Realty Resources Commercial Real Estate Analyst 12750 Merit Drive, Ste. 801 Dallas, Texas 75251-1214 972-960-1222 ext.113 Chad.Mankins@excite.com</p>	<p>Granville Jenkins '01 Swearingen Realty Group Broker – Tenant Representation 5950 Berkshire Ln, Suite 700, Dallas, TX 75225 214/365-2724 gjenkins@swearingen.com</p>	<p>YOUR NAME WILL BE INCLUDED IN FUTURE NEWSLETTERS AND WILL BE A PART OF THE UNT REAL ESTATE ALUMNI DIRECTORY AND WEBSITE</p>

Reply Form

Thank you for your interest in the UNT Real Estate Alumni Association. Please visit us on the web for more information on networking events at <http://RealEstateAlumni.unt.edu> We are currently building our database and are asking for our members' help.

If you would like to add your biographical information for posting on the website and inclusion in the newsletter, please forward it to the individual below. We are also interested in hearing about alumni news, job opportunities (both job seekers and open positions), haves/wants for real estate transactions and other relevant information. Please keep in touch with us via the website, and forward any inquiries to Brad Cruickshank at 817/377-4762 or brad@sidpetersgroup.com

Yes! Please keep me on the distribution list for the UNT Real Estate Alumni Newsletter. The following is my contact information (**Please include Email**):

Name:

Company:

Address:

City/State/Zip:

Phone:

Fax:

Email:

Graduation Date/Degree:

How did you hear about us?: North Texas Exes Dr. Baen
 UNT Real Estate Club Friend Other

What kinds of events are you interested in attending? Happy Hour Fishing Trip
 Golf Outing UNT Sporting Event Luncheon Job Fair

Other: Please specify _____

No..Thanks for contacting me, but I am not interested in the UNT Real Estate Alumni group at this time.

Please return this form to: Brad Cruickshank
 6115 Camp Bowie #110-Box 5
 Fort Worth, TX 76116
 Fax: 817-377-4673

Once again, THANK YOU for your interest in the UNT Real Estate Alumni Association.

This organization will be a great supplement to your education at UNT and offer a tremendous benefit to your career in real estate. As with any new organization there are many opportunities for you to become involved. We are looking for any ideas you may have that would further enhance the Alumni Association and, more importantly, TO HELP YOU CLOSE MORE DEALS!!!

PLEASE MAKE PLANS TO ATTEND!!

**UNT Real Estate Alumni
Happy Hour**

**Where: DAVE & BUSTER'S
(135E @ Walnut Hill)**

When: TUESDAY, JULY 20TH

Time: 6:00-8:00 PM

UNIVERSITY *of* NORTH TEXAS

Department of Finance, Insurance, Real Estate and Law
P.O. Box 305339
Denton, Texas 76203-5339