

# HFF<sup>®</sup>

Holliday Fenoglio Fowler, L.P.

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**HFF announces Storage Investment Advisors  
joins the firm's investment sales group**

**HOUSTON, TX** HFF (Holliday Fenoglio Fowler, L.P.) announced today that Houston-based Storage Investment Advisors (SIA), a leading national self-storage real estate investment services firm, will join HFF's investment sales group in Houston and Los Angeles. The eight-member SIA team, led by Aaron Swerdlin, joined the firm today.

Founded in 2006, SIA manages self-storage property dispositions, acquisitions and capital market executions on behalf of institutional and private capital clients. SIA team members have bought, sold, brokered and financed more than \$1.3 billion worth of self-storage real estate.

Mr. Swerdlin, formerly senior managing director of SIA, brings more than 15 years of self-storage property and capital markets experience to HFF and will serve as a senior managing director specializing in self-storage property transactions nationwide. With SIA, he was the primary advisor with institutional investors, managed relationships with select national private capital sources, and provided overall direction and development strategies for the firm. Prior to SIA, Mr. Swerdlin led the Houston-based Self Storage Advisory Group at CB Richard Ellis.

Doug McCarron will join HFF as a managing director in the firm's Los Angeles office. Based in Beverly Hills, California, Mr. McCarron directed SIA's West Coast brokerage operation, including managing private client assignments and assisting in portfolio/institutional assignments.

Minh Tran also joins HFF as a managing director. He led SIA's Private Capital Practice and worked with clients nationwide on property acquisitions and dispositions, in addition to directing the firm's East Coast brokerage operation.

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Steve Mellon managed SIA's financial underwriting and valuation processes and joins HFF as a managing director as well. All three will continue to lead these respective functions at HFF.

Jessica Mandel will join HFF as a director and will work primarily with Swerdlin on the execution of national assignments.

Vanessa Ford, Gina Munoz and Jennifer Munoz will join HFF as production coordinators, providing analytical, underwriting, marketing and database management expertise on each client engagement.

"We are pleased to have such a uniquely qualified team of self-storage advisors combine their resources with HFF," said senior managing director Scott Galloway. "The integration of HFF's and SIA's strengths and expertise will undoubtedly create new opportunities with HFF for self-storage property owners and investors, and make us a new leader in this industry."

"The integration of our firms allows us to introduce a host of new programs and services to the self-storage community. Now, property owners will be able to obtain a complete range of real estate and financial services from a single firm, which is a rarity in the storage industry. We look forward to a long-term, mutually beneficial partnership with HFF," Mr. Swerdlin added.

HFF (NYSE: HF) operates out of 18 offices nationwide and is a leading provider of commercial real estate and capital markets services to the U.S. commercial real estate industry. HFF offers clients a fully integrated national capital markets platform including debt placement, investment sales, structured finance, private equity, note sales and note sale advisory services and commercial loan servicing.

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