

**George Vail**  
Managing Director



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**Specialty**

- Multi-Housing Real Estate Investment Sales

**Select Clients**

- ING Clarion
- iStar Financial
- Paradigm Properties
- Tarragon South Development
- Morgan Stanley Real Estate
- Regions Bank
- Ocwen Financial Corporation
- L&B Realty Advisors
- Sky Development
- Trimont Real Estate Advisors
- Goldman Sachs and Company

**Career Summary**

Mr. Vail is a Managing Director in the Miami office of HFF (Holliday Fenoglio Fowler, L.P.) and has extensive experience in commercial real estate investment banking and consulting. He is primarily responsible for the sale of multi-housing property transactions in the southeast U.S

Prior to joining the firm, he was an Associate Vice President at DTZ Rockwood, a real estate investment banking firm, where he was responsible for the execution of more than \$2 billion in investment sales including multi-housing, retail and office properties.

Prior to DTZ Rockwood, Mr. Vail was with the Capital Markets Group of Cushman and Wakefield where he participated in the execution of more than \$800 million in retail investment sales.

**Representative Assignments**

PROPERTY	LOCATION	TYPE	VALUE
The Resort at Pembroke Pines Apartments	Pembroke Pines, FL	Investment Sale	\$180,776,699
Omni Redevelopment	Miami, FL	Investment Sale	\$100,000,000
Alexandria and Parc Vue Apartments	Lake Buena Vista, FL	Investment Sale	\$98,500,000
Park Avenue at MetroWest Apartments	Orlando, FL	Investment Sale	\$86,931,000
Floresta Apartments	Jupiter, FL	Investment Sale	\$83,950,000
Vintage at Abacoa	Jupiter, FL	Investment Sale	\$71,000,000
Arbour Walk Apartments	Naples, Florida	Investment Sale	\$63,660,000
Isles at Sawgrass Apartments	Sunrise, FL	Investment Sale	\$61,300,000
Floresta Apartments	Jupiter, FL	Investment Sale	\$60,250,000
Madison at Deerwood Apartments	Jacksonville, FL	Investment Sale	\$54,000,000
Summit Sand Lake Apartments	Orlando, FL	Investment Sale	\$38,225,000
Ashley Park at Brier Creek Apartments	Durham, NC	Investment Sale	\$37,025,000
Sailboat Pointe Apartments	Fort Lauderdale, FL	Investment Sale	\$35,908,000
Pembroke Landings Apartments	Pembroke Pines, FL	Investment Sale	\$35,679,612
Harbour Cove Apartments	Pembroke Pines, FL	Investment Sale	\$28,543,689
Courtney Creek Apartments	Durham, NC	Investment Sale	\$21,550,000
Reserve at Deerwood Apartments	Jacksonville, FL	Investment Sale	\$19,500,000
GrandeVille Station Apartments	Tampa, FL	Investment Sale	\$18,000,000
Polos at Hudson Corners Apartments	Greer, SC	Investment Sale	\$16,800,000
Polos South Apartments	Kissimmee, FL	Investment Sale	\$16,000,000
Essex Place Apartments	Tampa, FL	Investment Sale	\$8,675,000
Nile Gardens	Opa Locka, FL	Investment Sale	\$2,420,000

**Professional Affiliations**

- Urban Land Institute
- National Multifamily Housing Council

**Professional Designations**

- Licensed Real Estate Salesperson and Mortgage Broker – State of Florida

**Education**

- MBA, University of Miami
- BA, Duke University