



COMPANY OVERVIEW

SCM Profile

SCM Real Estate was founded in 1992 by real estate investor and community leader Gary Walker. Since its inception, the company has grown to become one of Tarrant County's largest real estate firms with more than \$55 million in leasing and property transactions under management. The firm is frequently tapped to execute corporate growth strategies for clients in a variety of industries, such as healthcare, financial services, oil and gas, technology, and the public sector.

Whether in a soft or dynamic market, SCM Real Estate has achieved some of the market's largest leasing and management deals. It has also helped clients conquer slowing market conditions with rising occupancy rates and sales. In 2007, SCM turned the premier Bank of America Plaza building in Arlington from an underperformer to a visible 100,000-sq.-ft. facility with maximum potential. In a short year, SCM successfully launched a program that grew tenant occupancy by 16 points to 89% and streamlined costs through innovation.

In the last five years, SCM has operated on a diversified path of growth. The firm has expanded in Fort Worth and across the Metroplex and has broadened its presence in retail and industrial markets. SCM has also acquired new clients, such as Arlington Orthopedics and Nursefinders, and has assisted with major corporate relocations such as with TXU Energy, Southwest Bank, First Rate, Inc., and Regional Acceptance Corp.

With more than 25 real estate managers and associates on staff, SCM has been able to provide its client with a combined 75 years of industry experience. This expertise is often called upon by companies requiring a fast turnaround in the market or needing high-return operations. In 2007, SCM helped Blinded by the Skylight Ltd. acquire the Lamar East Atrium office property in Arlington and complete a major refurbishment and sale that netted the client a 77% return.

Not only has SCM been at the forefront of major real estate deals in the Dallas/Fort Worth area, but the firm remains at the helm of key community investments that are helping to shape the area's landscape. SCM is recognized as a pioneer in the Downtown Arlington revitalization project. SCM also guided a two year process to turn the old Vandergriff Building in Arlington to what is now a proud Historic Designation. The "V" project is now undergoing transformation as a mixed use development that is leading the way for further redevelopment in the area.

Through the years, SCM has contributed millions in civic and philanthropic contributions to make the DFW area an ideal place to live and work. In 2007, under Walker's leadership, SCM helped to form CUBS, Citizens United for Barnett Shale, a public interest advocacy group to work on behalf of citizens and businesses impacted by oil expansion in the area. The firm has also been a strong supporter of the Levitt Foundation and Youth With A Mission.

SCM holds partnerships with numerous organizations and groups, including the Arlington Chamber of Commerce, YMCA of Arlington, Fort Worth South, Grand Prairie Chamber of Commerce, Fort Worth Chamber of Commerce, and many others.

PORTFOLIO:

Project Leasing: over 2,200,000 SF

Property Management: over 1,200,000 SF

Metro 817.226.0000
scmrealestate.com





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MISSION:

SCM professionals build trust by placing our client's interests first. SCM saves our client's time and money by providing the expertise and experience crucial to their commercial real estate decisions.

SCM TEAM:

Gary E. Walker, President
S. Carol Sosebee, Director of Operations
5 Commercial Leasing Agents – 50 + years combined experience
2 Property Managers
8 Support team members

PARTIAL CLIENT LIST:

Lone Star Fund, Southwest Bank, YMCA of Arlington

AREAS OF EXPERTISE:

Office, medical office, flex/warehouse properties, historical designations/renovations, property re-use

RECENT ACCOMPLISHMENTS:

- Assigned leasing and management of USMD medical office building on I-20 in Arlington
- Assigned leasing of the 300,000 SF ONCOR at 7th & Main in Downtown Fort Worth
- Sale of Lamar Atriums at 1601 E. Lamar, 57,000 SF Arlington
- Assigned management of 60,000 SF Tindal Square in Downtown Fort Worth
- 25,000 SF Lease representing Regional Acceptance Corp. a subsidiary of BB&T in south Ft. Worth
- Assigned management and leasing of former D.R. Horton building at 1901 Ascension Blvd
- 17,000 SF renewal/expansion – Corporate Office Centers, Bank of America Plaza
- Completed 2½ year process to earn Historic Designation for Vandergriff Bldg in Arlington

PROFESSIONAL AFFILIATIONS:

Arlington Chamber of Commerce
Building Owner Management Association (BOMA)
Certified Commercial Investment Member (CCIM)
Fort Worth Chamber of Commerce
Fort Worth Hispanic Chamber of Commerce
Grand Prairie Chamber of Commerce
Great Southwest Industrial District Association
Irving Chamber of Commerce
North Texas Commercial Association of Realtors (NTCAR)
Society of Commercial Realtors – Fort Worth

Services:

Full service commercial real estate, including :

- Project leasing
- Property management
- Tenant representation
- Acquisitions
- Investment sales

Markets Served:

Arlington
Hurst/Euless/Bedford
Grand Prairie
Fort Worth
Fort Worth CBD
North Richland Hills
Colleyville
Southlake
Grapevine
Keller
Las Colinas

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