

For Immediate Release

Hall Associates Inc. Announces New Division To Expand Client Services

B. Boyd Johnson has been named Director of the newly formed Asset Managed Group (AMG) of Hall Associates Inc. of Roanoke, Virginia. The AMG has been formed to meet the needs of the commercial real estate community of Western Virginia to provide innovative solutions encompassing creative problem solving and intermediate term strategic planning.

Hall Associates Inc has identified the opportunity for holders of commercial real estate under economic stress, foreclosure or in estates to be serviced in a manner that reflects current business conditions and the impending changes in the tax codes. Johnson will be joined in this expansion by Tommy Hendrix, P.E., Director of Property Management; Stuart Meredith, Associate Broker in Charge; and Roger Elkin, Head of Administration and Accounting.

The AMG will provide the following specific services and other services such as the client's desire:

- *Property Review**
- *Property cleanup and repair**
- *Evaluation of how to maximize the value of the property for sale**
 - a) Owner's goal of price versus time frame**
 - b) Pricing**
 - c) Financing**
- *Property Maintenance**
- *Property Management**
- *Listing and Marketing Costs**
- *Lease Administration and Accounting**
- *Regional real estate market and finance market evaluation**
- *Co-ordination and review of property specific professional services**

Johnson has degrees in Economics and Accounting with an MBA in MIS and Finance. A former CPA, he has owned several businesses, has over ten years experience in banking and special assets and is a licensed realtor.

Hall Associates Inc. is one of the largest commercial real estate firms in the Commonwealth of Virginia and is the largest headquartered west of Richmond.

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