



TERRY CORONA SAUNDERS

Terry Corona Saunders is the principal broker of Martin Group Realty, LLC, in partnership with Anna Holtzclaw. Martin Group was formed to handle many aspects of community development. Specialties include asset and community repositioning and revitalization, project management of multi-family re-developments, condominium conversions, asset management, portfolio restructure, historic and low income tax credit placement, pre-development modeling and planning, outsourced acquisitions and dispositions, and refinancing.

Martin Group is currently engaged by the Bolivar Downtown Development Corporation to assist in revitalizing its community. In 2007, it was engaged to launch the sales program for One Beale. The developers of West Rock (formerly Chardonnay Apartments), Monarch (formerly Park Palace), Villas at Chickasaw, and Glenmary (formerly Woodmont Tower) hired Martin Group's principals to assist in re-developing and/or marketing those projects.

Martin Group principals are often involved in community developments from the time they are conceived throughout construction, through lease-up or sales, and as asset manager through sale.

Prior to forming Martin Group, Terry served as President of Corona Turley, LLC, a partnership with Henry Turley Company. In that capacity Terry provided real estate investment services primarily in urban locations for both Henry Turley Company as well as other developers. Activities included assembling urban zones for re-development, identifying and negotiating the purchase of investment real estate, pre-development consulting, tax credit marketing, financial analysis, multi housing diagnostics and consulting, asset management, and other components associated with real estate transactions. She was involved in certain aspects of several Turley residential projects including Uptown Square, Uptown Village, Harbor Town, Mud Island South, South Bluffs, Lofts, Gilmore, as well as leasing on retail shopping centers in Jackson, MS and Bartlett, TN.

In 2000 and 2001, Terry was Executive Vice President & Director of Business Development at LEDIC Management Group, a large regional residential management company headquartered in Memphis. Terry was responsible for adding new management accounts as well spearheading consulting engagements. During the 17 months in her position the company added over 17,000 units, representing net growth of approximately 40%. During that period, she led the team that assisted in pre-development recommendations for Lauderdale Courts (the public housing property which is the catalyst re-development for Uptown in Memphis a \$35m Hope VI development) such as projected rents, net operating income proforma, floor plans, amenities, name, and site layout.

From 1997 – 2000, Terry served as Vice President of Acquisitions at Storage USA, a Memphis based real estate investment trust. During her three-year tenure at Storage USA, Terry had a lead role in most of the \$1.3 billion of transactions handled by the Acquisitions department. These transactions included acquisition and disposition of self storage businesses across the U.S. as well as joint ventures with Fidelity and GE Capital.

While at Storage USA, Terry was charged with starting up a formal investor relations department responsible for press releases, liaison with investment banking firm analysts, and organization of all communication with the public

marketplace. She also held the role of Relationship Manager with Fidelity Investments and GE Capital and was responsible for joint venture negotiations, continual communication between Storage USA and these investment partners, and general trouble shooting as needed to satisfy these partners' expectations.

During this period, Terry handled the sale negotiations of Toyota Center (the office building on the edge of AutoZone Park, home of the Memphis Redbirds) and the syndication of the historic tax credits it generated.

Terry was vice-president of Apartment Brokerage for SPL Corporation (now CB Richard Ellis Multi Family), the recognized lead multi family specialist in Memphis, from 1989 to 1997. In addition to traditional brokerage assignments (which included special emphasis in downtown Memphis high rise apartments), she spearheaded several large re-developments which involved multi-layered financing structures, tax credits, tax-exempt bonds and significant construction budgets. Each of these properties had more than 400 units, and one of the properties received the largest tax credit allocation in the state of Tennessee. Terry was responsible for negotiating the direct sale of low income tax credits on each of the projects. Clients involved in the tax credit and bond financing arenas included Bank of America, Union Planters National Bank, Cornerstone, Archon, and First Tennessee Bank, among others.

Terry also worked as an officer for a regional securities brokerage firm, and has public accounting experience with Deloitte and KPMG. Terry is a licensed principal real estate broker and a CPA. She received her Bachelor of Business Administration from Delta State University

Community Development and Brokerage Projects

Community Revitalization

- Bolivar / Hardeman County
- Uptown Memphis

Condominiums – Marketing and/or Development Consultant

- One Beale (150 units)
- Woodmont (170 units)
- Villas at Chickasaw (32 units)
- Greenleaf – (48 units)
- West Rock (142 units)
- Monarch (110 units)

Feasibility / Market /Financial Analysis

- Belvedere
- Echelon – YMCA building
- 301 S. Front
- Central Terrace
- Farrish Street (Jackson, MS)
- 668 S. Main
- Germantown Sq.
- Park Palace
- Bristol on Union
- Lexington
- Court Sq.
- Promenade
- Midtown Home Depot Neighborhood

Housing Re-Developments:

- Uptown Square (formerly Lauderdale Courts-historic renovation – mixed finance)
- Greenlaw Apartments (tax credits / mixed finance)
- New Southern Senior Center (historic apartments - Jackson, TN)
- 85-95 Main Street Historic Apartments and condos
- General Washburn Historic Apartments
- Mill Creek Apartments (low income housing)Bent Tree Apartments (tax-free bonds / LIHTC)
- Village Square (tax-free bonds / LIHTC)
- Number Ten Main (historic renovation)
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Office Re-Development:

- Toyota Center (historic restoration)

Industrial Brokerage

- Truck Pro, Riverside Drive, Memphis, TN
- Great Neck Tools- headquarters on Raines Road, Memphis, TN

Multi family Brokerage:

- 99 Tower Apartments
- Andrew Jackson Apartments
- Aspenwood Square
- Autumn Creek
- Autumnwood Village
- Blair Tower Apartments
- Cazassa Creek
- Chambliss Village
- Claridge House Apartments
- Colonial House
- Court Street
- Courtyard Apartments
- Coventry Apartments
- Danville Square
- Difference
- Farmington Gates
- Fieldstone Apartments
- Gardenwood Apartments
- Graceland Manor
- Jamesbridge Apartments
- King's Gate
- McCorkle Apartments
- Meadow Oaks
- Mill Creek
- Millbranch Park
- Oak Park Apartments
- Perkins Woods
- Poplar Square
- Prescott Place
- Quail Run
- Regal Plaza
- Ridgeway Commons
- Silver Creek Apartments
- Southwyck Village
- Steve Manor
- Stonegate Apartments
- Sumner Trace
- The Loft Apartments
- The Oaks
- The Pines
- The Woods
- Trinity Lakes
- Twelve Oaks
- Vantage Point Apartments
- William Len Apartments
- Winbranch Apartments
- Woodbridge Square

Community Service / professional membership:

- New Ballet Ensemble- Treasurer
- Memphis Yacht Club – Treasurer
- Lambda Alpha
- Midtown Development Corporation
- Grace St. Luke's Episcopal School Parent Association - treasurer
- Women's Foundation
- St. George's School (inner-city affiliate)