



## Corporate Profile

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Since 1981 our multi-family real estate investment success has taught us to value people and relationships, above all else. We do more than just invest in and manage properties; we create communities.

Through the relationships we build - with our team members, those who live in our communities, and those who trust us with their investments - we improve the lives of those around us every day.

We specialize in locating, acquiring and managing multi-family investment properties in which we have identified a significant dislocation of asset value. These properties are located in sub-markets we have targeted that have a location-based advantage.

Our exclusive **AIM Real Estate Investment System™** allows us to target very specific submarkets and control every phase of the real estate investment process - **A**nalysis, **I**nvestment and **M**anagement.

It is through this investment system, and the relationships we value, that we are able to succeed and love what we do each and every day.

## Investment Funds

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### In Affiliation with

- Summit Green Tiger Investments of Omaha, Nebraska, an affiliate of Summit Hotel Group of Sioux Falls, South Dakota
- Bluestem Capital Group of Sioux Falls, South Dakota
- Chauner Securities Inc of Northbrook, IL

### Continental Realty Advisors currently manages the following multi-family real estate investment funds:

#### **Continental Realty Return Fund (CRRF)**

A \$300 million equity fund that combines institutional co-investment equity with co-investment equity from CRA Multi-Family Opportunity Fund. The fund is positioned to acquire approximately \$1 billion in multi-family properties, nationwide, during 2010 and 2011. The fund investment parameters will include multi-family securities, multi-family debt, joint venture opportunities, and direct property investment in major metropolitan communities.

#### **CRA Multi-Family Opportunity Fund, LLC**

A \$50 million equity fund that invests in direct real estate opportunities and will invest a percentage of fund assets in



co-investment activities with institutional equity from Continental Realty Return Fund (CRRF). The fund is positioned to acquire approximately \$1 billion in multi-family properties, nationwide, during 2010 and 2011. The fund investment parameters will include multi-family securities, multi-family debt, joint venture opportunities, and direct property investment in major metropolitan communities.

**Summit-CRA Multi-Housing Fund II: Closed 2008**

**Summit-CRA Multi-Housing Fund I: Closed 2007**

**Continental Realty Fund XII: Closed 2004**

**Continental Realty Fund XI: Closed 2002**

**Continental Realty Fund X: Closed 2000**

**Continental Realty Fund IX: Closed 1998**

### **Custom Portfolios**

We provide the following services for Institutions & High Net Worth individuals  
Investment Portfolio Creation

- As a Fee-Based Advisor
- As a Partner
- Investment Consulting
- Market and Data Research

## **Our Experts**

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### **David W. Snyder, President and Chairman of the Board**

David's expertise comes from more than 30 years of commercial real estate investment experience. During that time, he has overseen and managed a wide variety of real estate investment transactions.

Over the course of his career, David has handled acquisitions for pension fund, insurance, syndication and private clients. He has also helped to liquidate and/or restructure the classified assets of syndication groups and financial and government institutions. He has executed in excess of \$1 billion in acquisitions of commercial and multi-family real estate for his clients.

David attended Colorado State University, where he studied Construction Management, Solar/Chemical Engineering, and Business Administration. He previously served in various capacities with Van Schaack and Company, Commonwealth Mortgage Company, Worldwide Exchange Group, and Snyder Investment Corporation, a real estate investment company he founded in 1979. He lives in the Denver area with his wife and two children.

### **Timothy Czarnek, Director of Acquisitions**

Tim has 20 years of experience as a principal/advisor, analyzing and negotiating the acquisitions of office, retail, industrial and multi-family properties in Colorado, Las Vegas, Arizona and Texas.

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#### **CONTINENTAL REALTY ADVISORS**

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His previously spent 13 years in the banking industry where his responsibilities included supervising operations, compliance and commercial lending, and overseeing business, budget and personnel development. He also served for four years as the President and Chief Executive Officer of a Denver commercial lending institution. He and his family live in Littleton, Colorado.

### **Jason Rosa, Director of Research and Due Diligence**

Jason has 17 years of experience in investment real estate. In the course of his career, he has compiled economic and real estate overviews of many major market areas including Denver, Phoenix, & Dallas/Fort Worth. As Director of Research and Due Diligence, he oversees market research and analysis, to help identify potential growth-oriented properties for acquisition.

Jason has a degree in Architectural Construction Technology, and varied experience in civil engineering, sales, and marketing. He lives with his wife and three children in Castle Rock, Colorado.

### **Bert Bertelson, Vice-President of Asset Management**

Bert has extensive experience in construction, renovation and management in real estate markets in Colorado, Texas and Oklahoma. He has 25 years experience directing interior and exterior renovations, supervising more than 3,000 units, including two 20-story high rise commercial and residential buildings. His previous titles have included: Property Supervisor for Balcor Property Management, General Superintendent for Vesteq Construction Company and Prudential Insurance Company, and Vice President of Construction for Snyder Investment Corporation. He and his family live in Castle Rock, Colorado.

### **Chris Bills, Vice President of Finance**

Mr. Bills has over fifteen years of C-level leadership experience most recently as CEO and President of The Summit Group. While at Summit, Mr. Bills headed a team responsible for growing the company from approximately \$35 Million in revenues to over \$125 Million in revenues and adding over \$300 Million in hotel assets through acquisition and development. Mr. Bills was also responsible for the company's NASD registered Broker -Dealer, Summit Real Estate Investments, LLC (SREI). SREI raised equity to finance various hotel acquisitions and development projects. Mr. Bills had overall responsibility for over 1,500 employees companywide and served as CFO of Summit Hotel Properties, LLC, a public reporting company with a Board of Managers. Mr. Bills was active with Hyatt, Starwood, and Choice Hotels International as an advisory member during his tenure at Summit. Prior to Summit, Mr. Bills headed the medical equipment finance and leasing group for US Bancorp Equipment Finance. Mr. Bills was part of the executive team at Lyon Financial Service, Inc., a division of The Schwann Food Company, for seven years prior to its sale to US Bancorp. Mr. Bills graduated from the University of Northern Iowa with B.A. degree in Finance. Mr. Bills resides in Scottsdale, AZ with his two children.

### **Ryan D. Snyder, Senior Investment Analyst**

Ryan currently works on the acquisition team and is principally involved with the underwriting, due diligence and negotiation of potential real estate investments and conducts economic and market research in U.S. investment markets. Since joining CRA and the acquisition team, Ryan has been involved in over \$240,000,000 of multi-family acquisitions.



Mr. Snyder also assists in the asset management duties and executes various marketing campaigns associated with the properties under ownership. Mr. Snyder has a BSBA in Finance/Real Estate and Marketing from Colorado State University.

Ryan was born and raised in Denver and has an intense passion for the community. Mr. Snyder has recently completed several leadership programs within the Denver Metro Chamber Leadership Foundation. He is focused on continuing studies in transit issues and Transit Oriented Developments, Affordable Housing and Mixed-Use Housing Developments. Mr. Snyder is an active and engaged member of the Young Leaders Group in the Urban Land Institute and currently serves on the Young Leaders Executive Committee, Co-Founder of the YLG Hospitality Committee, and served on various other committee and volunteer roles within ULI. Ryan is a CCIM candidate and pursuing his CCIM designation. He is also a member of Toastmaster's International.

Mr. Snyder is a Private Pilot and enjoys snowboarding, kayaking fly-fishing and backpacking. He loves to travel and has spent a summer backpacking around Europe and is currently planning his next big adventure.

### **Robert Ireland, Investment Analyst**

Robert Ireland is an Investment Analyst at Continental Realty Advisors. Mr. Ireland has spent the last several years working in the Multi-Family Industry with experience in both brokerage and acquisitions. Mr. Ireland's responsibilities include the identification and analysis of potential assets, the gathering and interpreting of key economic data within CRA's target markets, and providing assistance in the coordination of the Due Diligence process.

At CRA, Robert has been a major factor in the negotiation and due diligence of over \$125,000,000 of multi-family investments. Mr. Ireland graduated from Colorado State University with a degree in Finance and Real Estate.

Robert is currently a candidate for the CCIM designation. He resides in downtown Denver and is an avid fly fisherman.

### **Lisa A. Ike, Senior Accountant and Administration**

Lisa's professional experience within the Real Estate and Multi Family Industry include real estate sales, on-site property management and property accounting for several apartment communities, commercial properties and home owner associations. Some of Lisa's responsibilities at CRA include but not limited to accounting and asset management auditing.

She is a member to the Denver Board of Realtors and holds an active Colorado Brokers Associate licenses. She enjoys being a "soccer mom" and loves to spend her time with her family playing sports, hiking and camping.

### **Samuel B. Gregory, III, CPA**

Sam has considerable experience serving law firms, medical groups, hom-eowners' associations, and real estate firms. He graduated from Wittenberg University in Springfield, Ohio and has been a practicing CPA since 1985. He oversees all corporate and affiliate accounting for Continental Realty Advisors and all sponsored investments. He and his family live in Denver, Colorado.

## Our Markets

The following markets are representative of areas where CRA is active:

