

PETER MEDAL



Extensive real estate brokerage, investment, due diligence, & financial analysis experience. Tenacious contract negotiator for real estate transactions. Although mainly residential, experiences include vacant land, apartments, office buildings and industrial properties. Effective marketer for property disposition.

EDUCATION

Western International University, Phoenix, Arizona 1995
Bachelor's Degree in Finance.
The Arizona School of Real Estate and Business, Scottsdale, Arizona 1988
Certificate, Real Estate Principles, Real Estate Appraisal, including annual renewal hour courses.

PROFESSIONAL EXPERIENCE

Alliance Realty®, Inc., Phoenix, Arizona 1999 to Current
Designated Broker/Real Estate Advisor

Provides real estate advisory and counseling services to a wide variety of clientele. Since 1998, has worked mainly By Referral Only® and consistently closed in excess of 40 to 60 transactions per year. In addition, oversees an ever increasing body of professional real estate brokers & advisors.

- Specializes in contract negotiations for homebuyers and sellers.
- Provides full-service marketing activities ("Listing") for home and lot sellers.
- Provides market research and developed an automated market update system for homebuyers
- Extensive knowledge of AZ Landlord Tenant Act & AZ foreclosure process.

Collateral Equity Corporation(CEC), Carefree, Arizona 1993 to 1994
Vice President

Oversaw purchase and conducting due diligence of real estate loan and mortgage acquisitions and subsequently arbitrated to investors. Areas of capacity included:

- Contracted, ordered and reviewed property reports, appraisal, comparable analyses, and assessments.
- Business Development activities to nurture existing investor database and add new clientele, which included private investors, pension funds, real estate investment trusts, and general partnerships.

Environmental Engineering Consultants, Inc. (EEC), Phoenix, Arizona 1990 to 1993
Project & Marketing Manager/Environmental Analyst

Managed and performed all phases of environmental assessments for an extensive range of real estate assets throughout the United States. Conducted a multitude of activities associated with Phase I & II Environmental Site Assessments (ESAs). Areas of capacity include:

- Accountable for meeting monthly corporate billing expectations for the Phoenix Branch operations.
- Responsible for business development activities.
- Project Manager for the Resolution Trust Corporation contract and subcontracts with its many asset management companies.
- Conducted due diligence research & report writing for Phase I ESAs.

West USA Realty, Scottsdale, Arizona 1989 to 1999
Realtor (1989 to 1995 as a "Weekend Warrior" while attending college)

Provided residential real estate brokerage, counseling and advisory services for homebuyers and sellers in the greater Phoenix marketplace. Closed over \$20 million in transactions mainly on a part time basis. Transactions include, residential sales, commercial sales, multi-family, commercial and residential leases. Structured several 1031 exchanges, and trades that included equity for trust deeds.

PERSONAL

Born in New Jersey, grew up in New York and later Tempe, Arizona. Passions include real estate investing, personal development reading, golf, poker (Texas Hold em), racquetball, hiking the Grand Canyon, running, lifting weights, downhill snow skiing, hanging out with friends: smoking cigars, playing chess.

Married: Katherine Medal (wife) November 2003 & one step son (Robby)