

EVAN T. DUJANOVIC

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COMMERCIAL REAL ESTATE BROKER WITH 26 YEARS' EXPERIENCE IN BIRMINGHAM SMSA

- ▶ **Trusted commercial real estate advisor and strategist with a 360 degree perspective in real estate sales and leasing.**
- ▶ **Originator of 200+ commercial real estate transactions with retailers, buyers, sellers and developers.**
- ▶ **Project Management Professional;** participated in or led multiple, complex, strategic projects that delivered sound solutions on time and within budget. Strong analytical and organizational brokerage skills.
- ▶ **Consultant to property owners, landlords and municipalities in enhancing real estate marketability.**
Experienced in finding hidden value and making strategic adjustments to meet the needs of the property or current market.
- ▶ **Database of 2,000+ commercial real estate executives,** including brokers, in house leasing agents, landlords, property owners, tenants, real estate attorneys, architects and engineers, state and local governmental officials, economic development boards, investors, bankers, appraisers and commercial real estate consultants.

CAREER HIGHLIGHTS

COMMERCIAL PROPERTY SERVICES INC., BIRMINGHAM, ALABAMA ▪ 2001 – Present

President/Owner and Qualifying Broker – Lead small-to-large **projects** focused on retail buyer and tenant representation, listing properties for sale or lease, build-to-suit transactions, leasing, brokerage of retail properties and office buildings, property searches for buyers and tenant's, retail consulting and market research. The marketing of 3 retail properties in Birmingham, Auburn, and Cullman Alabama. This requires a lot of cold calling. Was successful in leasing up a problem property in Birmingham at rates more than proforma. They sold the shopping center at a nice profit.

BRIGHAM AND WILLIAMS COMMERCIAL INC., BIRMINGHAM, ALABAMA ▪ 1998 – 2001

Associate Broker – Pre-leasing Shopping Centers prior to construction, buyer and tenant representation, listing properties for sale and/or lease.

AIG -BAKER SHOPPING CENTER PROPERTIES, BIRMINGHAM, ALABAMA ▪ 1996 – 1998

In house leasing professional – responsible for leasing five power shopping centers with over 2,000,000 square feet in Birmingham and Atlanta markets. Created at the request of company owners a five-year marketing business plan in keeping with the company's senior management expectations and business strategy.

THE BYRD COMPANIES, BIRMINGHAM, ALABAMA ▪ 1993 – 1996

Associate Broker, in house leasing agent – responsible for leasing company owned office and retail properties of approximately 800,000 square feet, commercial real estate brokerage, listing property for sale, seeking out and processing build-to-suit transactions.

BROOKS-MULKEY AND PARTNERS, BIRMINGHAM, ALABAMA ▪ 1990-1993

Associate Broker, in house sales and leasing agent, commercial real estate brokerage – responsible for leasing company owned strip centers, selling company owned land and self-generated brokerage sales opportunities.

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REPRESENTATIVE PROJECTS, 2001 – 2016

— Turning around problem Neighborhood Shopping Center in Birmingham, Alabama —

- ▶ **Challenge: Current project:** Contracted with an institution who has a large portfolio of retail properties to turn around a property in a declining market and about to lose the anchor tenant.
- ▶ **Action:** Audited existing leases for renewals and re-negotiate existing lease terms, began an aggressive marketing campaign including cold calling, advertising on Loop Net, Co Star and Xceligent, e-mail blast to brokers. Establish new signage.
- ▶ **Results:** I brought this property to 90% +/- occupied at \$2.00 +/- psf over proforma rates. The shopping center was sold over expected price. This institution and I are still working together.

— Sale of 20,000 square foot office building about to be foreclosed upon in Trussville Alabama —

- ▶ **Challenge:** In early 2014 I was contacted by a property owner of a 30,000-square foot class A office building that was within 90 days of being foreclosed upon by a bank. The note was due and the owners did not have finances or credit worthiness to obtain a new loan. The owners had a lot of money invested in the property and did not want to lose it. Also, the multi-tenant building had many short-term leases coming due that added to the challenge.
- ▶ **Action:** Developed a plan to find a financially strong buyer who could close quickly. The initial plan was to find a buyer to buy out the owners for the loan and some possible return of equity to sellers. One very key part of the transaction related to obtaining lease renewals. Six tenant leases needed renewal requiring better lease terms to the landlord.
- ▶ **Results:** I found a financially sound buyer / investor who agreed to be a 51 % partner, would use its line of credit to pay off the first mortgage. We were successful in getting the six tenants to sign new leases and get the project closed before the pending foreclosure. The existing owners could keep 49% of the building vs. losing their equity. This transaction was a **Win-Win for all participants.**

—Sale of a distressed Class A fully leased shopping center in Sylacauga, Alabama —

- ▶ **Challenge:** In summer 2011 a property owner contact me about selling his prime shopping center made up of good national and regional tenants. The seller was going bankrupt and this property was about to be lost to the BK courts. The owner faced a loss of his equity. I had to get this property sold in 60 days at a very thin cap rate. The attorneys for the BK courts and the bank were working against me. The seller could not sign a listing so I had to take the risk of being successful.
- ▶ **Action:** Take the property to all cash buyer who could close fast. Hire an attorney to make sure the purchase contract properly and timely got in front of the BK judge. The contract had the buyer paying me a finder's fee.
- ▶ **Results:** We were successful in getting the buyer's contract in front of the BK judge and it was honored. The attorneys for the lender and bankruptcy tried to take the real estate fee, but since the buyer was paying the fee they were precluded by the court. We were successful in getting the transaction closed and I could earn a nice real estate sale fee.

— Leasing distressed Power Shopping Center in Atlanta, Ga. —

- ▶ **Challenge:** To re-lease a 2nd generation power center that had high small shop vacancy and was about to lose its major anchor tenant. The property was a long U shaped building that had very little visibility to the streets due to minimum signage.
- ▶ **Action:** To stop the loss of existing tenants by opening communications with business owners and leasing departments to work out any problems and get lease renewals and space expansion issues resolved, reaching out to the brokerage community for help with bringing in new tenants, offering aggressive landlord incentives in free rent to get the lights turned on.
- ▶ **Results:** Was successful in getting many tenants to renew, could get new leases on the hard to lease spaces before the vacation of the anchor tenant. Was successful in turning a distressed property around.

— Brokering land and existing buildings for O'Reilly Auto parts. —

- ▶ **Challenge:** Find suitable sites for O'Reilly Corporate and process each individual transaction.
- ▶ **Action:** Did a competition mapping of all the Auto Parts stores located in central Alabama. Conducted a full property search and contacted numerous property owners and landlords. These transactions resulted in having many dealings with corporate in house real estate and legal departments.
- ▶ **Results:** Was successful in locating and closing five locations for the client to buy and build, one existing building to renovate, and one ground lease.

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REPRESENTATIVE PROJECTS, 2001 – 2016 (CONTINUED)

— *Brokered 6 build-to-suit Napa Auto Parts Retail Store locations* —

- ▶ **Challenge:** To locate sites for a national company that was expanding and in need of build-to-suit developers.
- ▶ **Action:** Worked closely with the Napa real estate manager in finding suitable locations and processing the transactions with in house real estate and legal departments.
- ▶ **Results:** Was successful in locating properties and generating new leases to sell to build-to-suit developers.

— *Brokered 10 sites for Dollar General and Family Dollar* —

- ▶ **Challenge:** Identify voids in the market and educate the retailer on potential opportunities.
- **Action:** Did a full market study and mapped out locations of existing competitive stores and found voids in the market.
- Did site research and located properties that would work for this type use. Through research could contact local property owners about selling. Would oversee the process for approval from the end users and the developers.
- **Results:** Was successful in the closing of these transactions for the client.

▪ AREAS OF EXPERTISE

Implementation of Complex Marketing Programs & Projects

Strategic Decision Making & Problem Solving

Property Owners and Lender Risk Mitigation

Writing and Negotiating Sales and Leasing Contracts

Property Turnarounds

Finding Hidden Value in Properties

Municipal Economic Development

Construction Process

Working with Architects & Engineers

Property zoning and permitting

Creating economic spread sheets in Excel

EDUCATION, PROFESSIONAL DEVELOPMENT, & CERTIFICATIONS

Bachelor of Science in both Real Estate Finance and Marketing University of Alabama Birmingham

Licensed Qualifying Broker

Past Member of International Council of Shopping Centers (ICSC)

Attended Numerous ICSC Conferences

Member of Birmingham Board of Realtors

Numerous Sales Training Courses Including “Sandler Sales Institute”

Proficient in Spanish