



**Cornerstone Real Estate Advisers LLC
Listed Real Estate Securities**

Presented to:

Bay County Retirement System

September 25, 2012

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Section I

Overview

Cornerstone Overview

- Assets under management: \$36.2 billion of private and public real estate interests as of June 30, 2012*
- Competencies cover broad spectrum of private and public real estate market strategies available in funds and individually managed accounts
 - ◆ Private equity real estate
 - Core, value-added and developmental strategies
 - Multifamily, office, retail, industrial and hotel properties in U.S.
 - Office, retail and industrial properties in the UK and Europe
 - ◆ Global Public Real Estate Equity Securities
 - ◆ Real estate debt
 - Commercial whole loans
 - CMBS
 - Residential loan pools and other real estate debt
- Member of MassMutual Financial Group

*Cornerstone and its subsidiaries manage or service over \$36 billion of real estate equity and debt in private and public markets. This total comprises assets of Cornerstone Real Estate Advisers (\$34.6 billion) and its U.K. subsidiary Cornerstone Europe (\$1.6 billion).

Cornerstone Overview

Cornerstone assets under management: Over \$36 billion of private and public real estate interests as of June 30, 2012*



*Cornerstone and its subsidiaries manage or service over \$36.2 billion of real estate equity and debt in private and public markets. This total comprises assets of Cornerstone Real Estate Advisers (\$34.6 billion) and its U.K. subsidiary Cornerstone Europe (\$1.6 billion).

¹Assets include Babson Capital Management LLC and its subsidiaries Babson Capital Europe Limited and Cornerstone Real Estate Advisers.

²Babson Capital Cornerstone Asia Limited is a Hong Kong affiliate and member of the MassMutual Financial Group that provides Cornerstone with advisory and distribution services in the Asia-Pacific region.

Real Estate Securities Team

Dave Wharmby, CFA
Managing Director &
Head of Global Real
Estate Securities

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CFA, Managing Director
& US Portfolio Manager

Portfolio/Client Service

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Asia/Australia

North America

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Research Analyst

Dags Chen
Research Analyst

Section II

Market Environment

U.S. Macro Outlook – Uneven Recovery

Positives

- Slow job growth and GDP growth
- Housing markets begin recovery
- Construction stabilizes
- Auto sales maintain pace
- Consumer spending is steady
- Low interest rates

Concerns

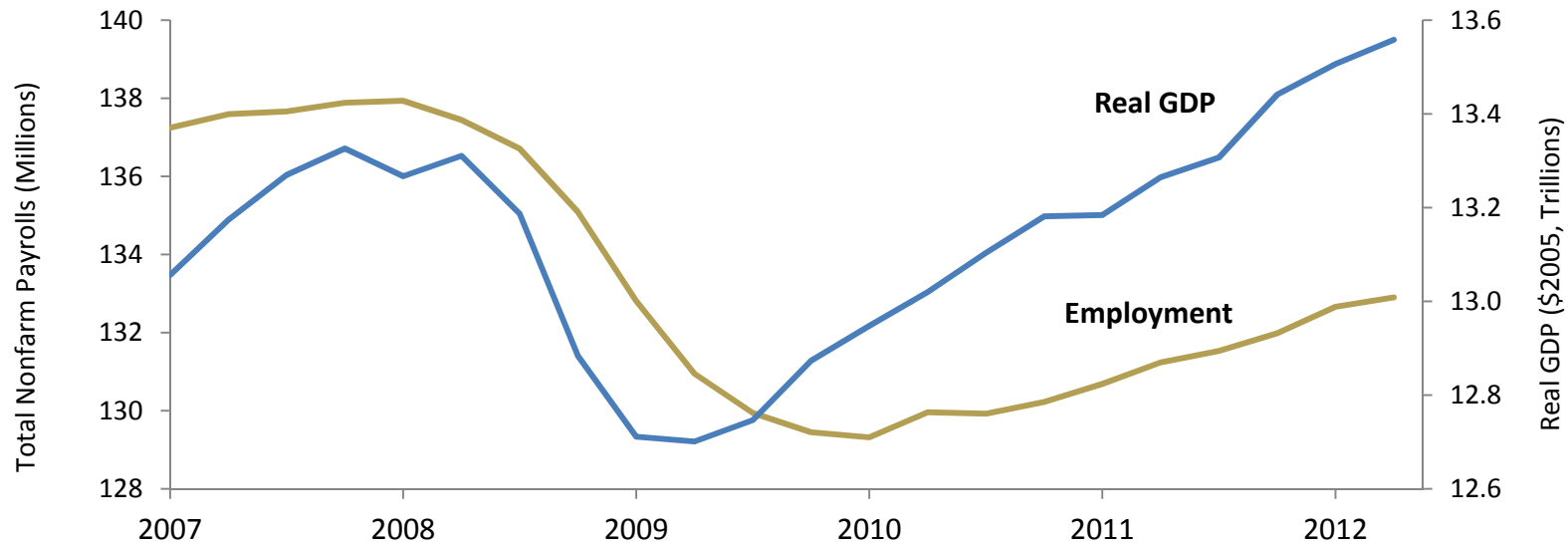
- Slowing global growth
- Euro Zone recession
- Rising gasoline prices
- Election year and “Fiscal Cliff” uncertainty
- High unemployment
- Slowing exports

	2009	2010	2011	2012f	2013f
U.S. GDP Growth & Forecast	-3.5%	3.0%	1.7%	1.5%	2.2%
Employment Growth & Forecast	-3.7%	-0.5%	1.2%	1.4%	1.4%

Source: Cornerstone Research 9/11/12

U.S. Recovery on Uneven Path ... Job Growth Subdued

Levels of total employment and real gross domestic product



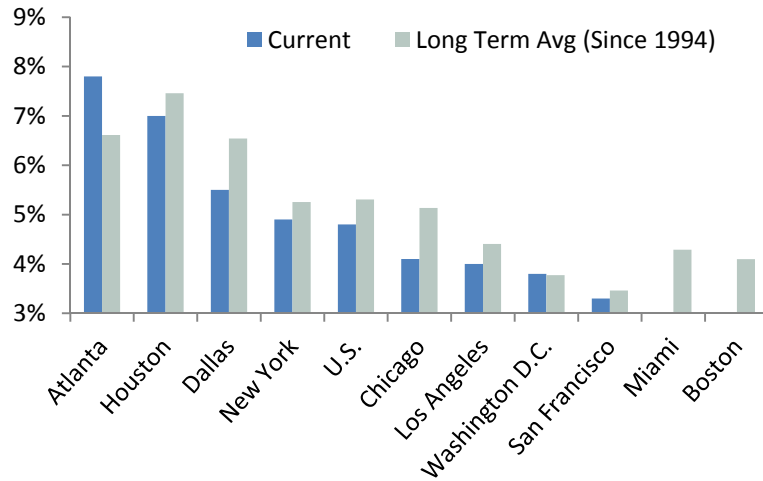
Positives: Housing stabilizes, fewer layoffs, retail sales and auto sales

Challenges: Job growth/business investment/confidence all soften, Eurozone, election & “Fiscal Cliff” uncertainty

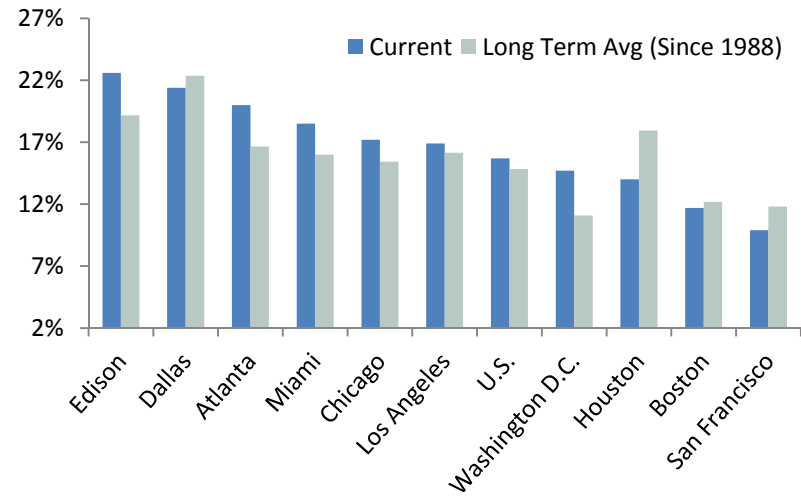
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Vacancy Across Property Sectors – Major Markets

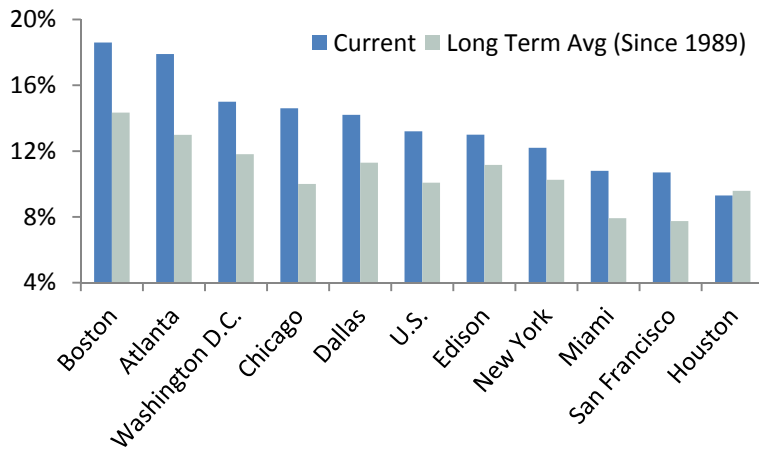
Apartments



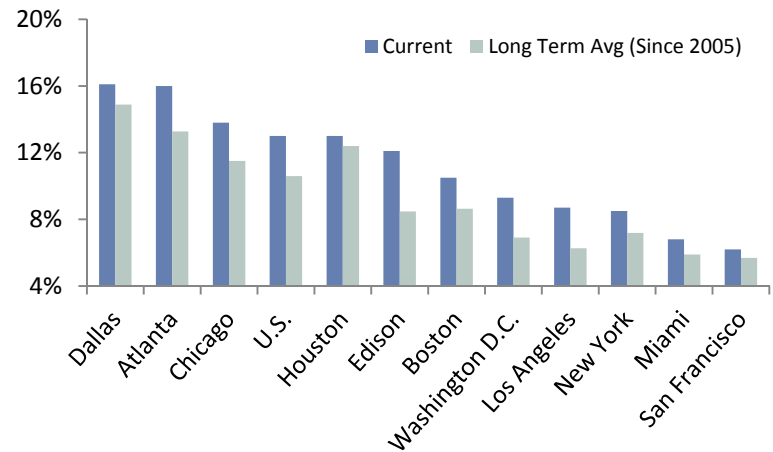
Office



Industrial

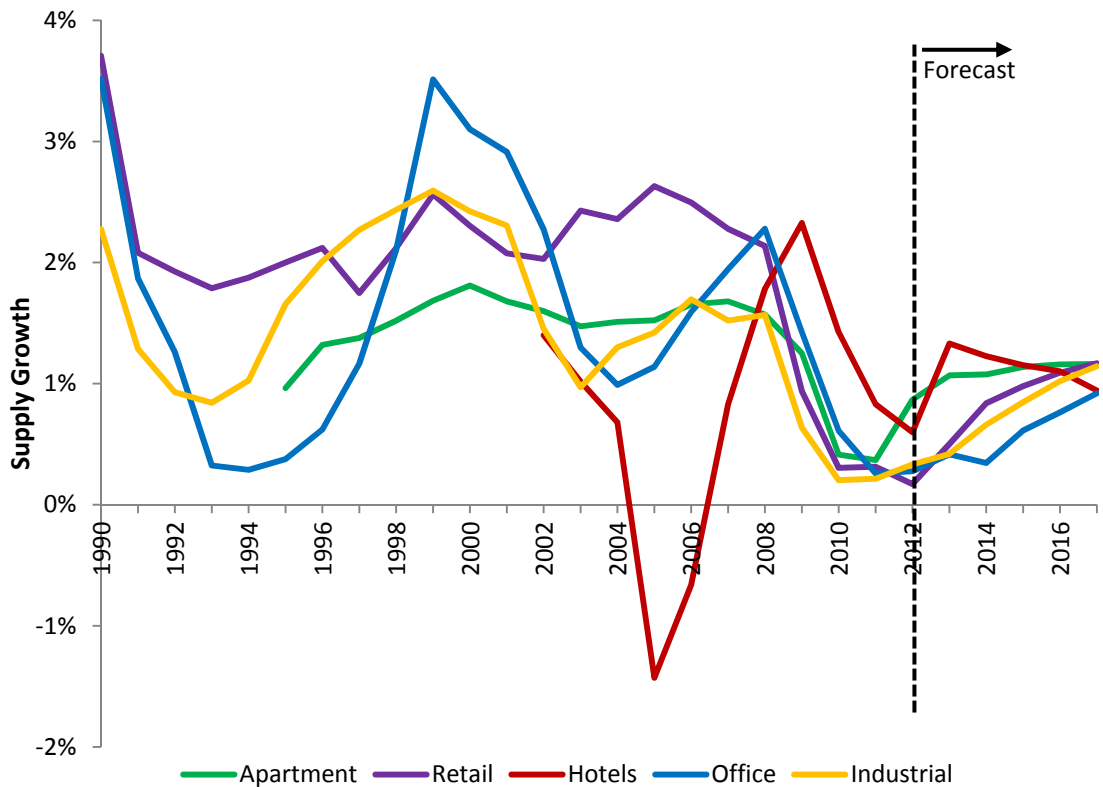


Retail



Supply Growth Expected to Remain Low

Supply growth rates have been the lowest ever in the current recovery



Source: Cornerstone Research, CBRE-EA 2012Q2 (9/21/12)

- Supply growth was modest prior to the current recession, supporting a quicker rebound in fundamentals as demand strengthens.
- The 1980's witnessed a "supply shock" with 3% to 10% annual growth in inventory among the various property sectors, well ahead of demand fundamentals.
- Supply growth crested near 3% in every property sector prior to the 2001 recession.
- The lack of construction financing has closed the supply spigot, which is at record low levels below 1% annual growth.
- Given the long lead times required for development, restricted financing, and tighter underwriting standards, supply activity is forecast to remain subdued for several years.

Property Sector Update – Uneven Recovery Continues to Slowly Broaden

Apartment and hotel sectors lead; office and industrial show modest improvement; retail recovery pauses in Q2

- **Apartment: Vacancy drops below long run average to 4.8% in 2012Q2**
 - ◆ Occupancy continued to strengthen in most markets and is above pre-recession levels in many markets
 - ◆ Rents rising in all markets, supply pipeline warms up in a few markets
 - ◆ Investor appetite is high, competitive transaction pricing in major markets
- **Office: Vacancy resumes decline, falls 30bps to 15.7% in 2012Q2 (long run average 15%)**
 - ◆ Q2 gains higher in suburban markets (40 bps to 17.4%) relative to downtown (20 bps decline to 12.6%)
 - ◆ Slow improvement but lagging sector with near-term challenges
 - ◆ Rents continue to fall but some tech and energy driven submarkets are performing well
 - ◆ Supply pipeline is essentially dormant
- **Industrial: 13.2% 2012Q2 availability rate (long run average 10%)**
 - ◆ Another 20 basis point improvement in Q2, ninth consecutive quarter for positive absorption
 - ◆ Supply pipeline closed, Southern California markets lead recovery but improvement broadening
- **Retail: Marginal decline in vacancy to 13.0% in 2012Q2 (long run average 9%)**
 - ◆ No substantive improvement in past year, grocery-anchored strips holding up reasonably well
 - ◆ Core retail sales pace of 6% annual growth has slowed to less than 4% likely further delaying recovery
- **Hotel: Upper Upscale occupancy 71.6% trailing 12 months (long run average 69%)**
 - ◆ Occupancy continues to improve (up almost 200 bps) in June, RevPAR growth improves as well to 7.4%
 - ◆ Occupancy across all chain scales rises to 61.0% with RevPAR up 8%
 - ◆ Top 25 markets show RevPAR gains of 8.4%

Pricing Recovery - Apartments Lead, Suburban Office Lags

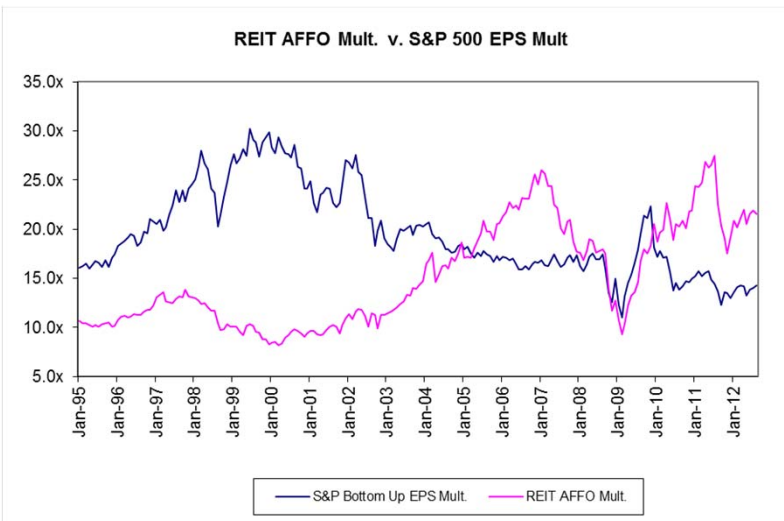
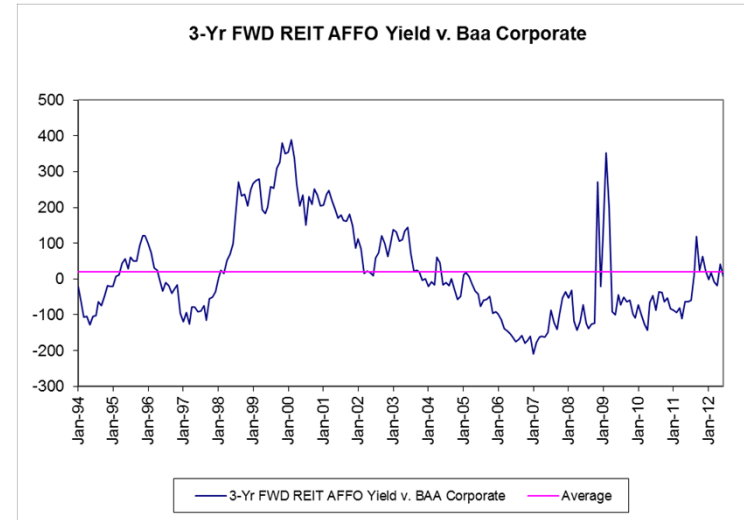
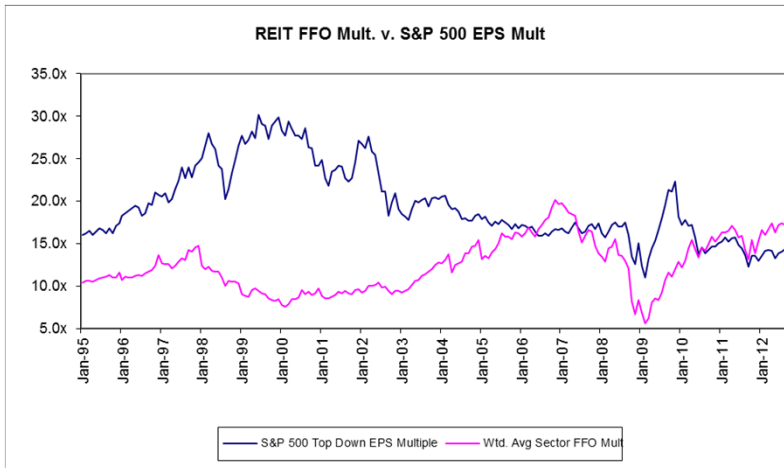
Moody's/Real Capital Analytics Commercial Property Price Index (CPPI)

	Peak-to-Trough	Peak-to-Current	% Recovered	Peak Month	Trough Month
CBD Office - Gateway Market	-48%	-5%	89%	Dec-07	Nov-09
Apartments - Gateway Market	-23%	-3%	88%	Dec-07	Aug-09
CBD Office total	-48%	-14%	70%	Dec-07	Sep-09
Gateway Market Aggregate	-37%	-11%	69%	Dec-07	Jan-10
Apartment	-38%	-13%	65%	Nov-07	Oct-09
Retail - Gateway Market	-38%	-17%	56%	Oct-07	Jun-09
Apartments - Non-Gateway	-47%	-21%	56%	Oct-07	Oct-09
Industrial - Gateway Market	-33%	-15%	55%	Nov-07	Jan-10
Office	-45%	-24%	46%	Dec-07	Nov-09
National All Property	-39%	-22%	45%	Dec-07	Jan-10
Core Commercial	-39%	-24%	38%	Dec-07	Jan-10
Industrial	-32%	-23%	30%	Nov-07	Jan-10
Suburban Office - Gateway Market	-48%	-34%	28%	Dec-07	Apr-10
Non-Gateway Markets Aggregate	-41%	-30%	27%	Nov-07	Mar-10
Retail	-42%	-30%	25%	Jun-07	Nov-09
Office Suburban	-45%	-35%	22%	Dec-07	Apr-10
Industrial - Non-Gateway Market	-36%	-29%	19%	Mar-08	Jul-11
Suburban Office - Non-Gateway	-45%	-37%	19%	Oct-07	Aug-11
CBD Office - Non- Gateway	-52%	-43%	17%	Feb-08	Sep-09
Retail - Non-Gateway	-42%	-36%	14%	Jun-07	Nov-10

NOTE - Gateway Market Apartments reached a current cycle peak in February 2012 and has since eased

Sources: Moody's Investor Services, Geltner Associates LLC, Real Capital Analytics (RCA), Cornerstone Research (7/12/12)

U.S. REIT Valuations Appear Fair

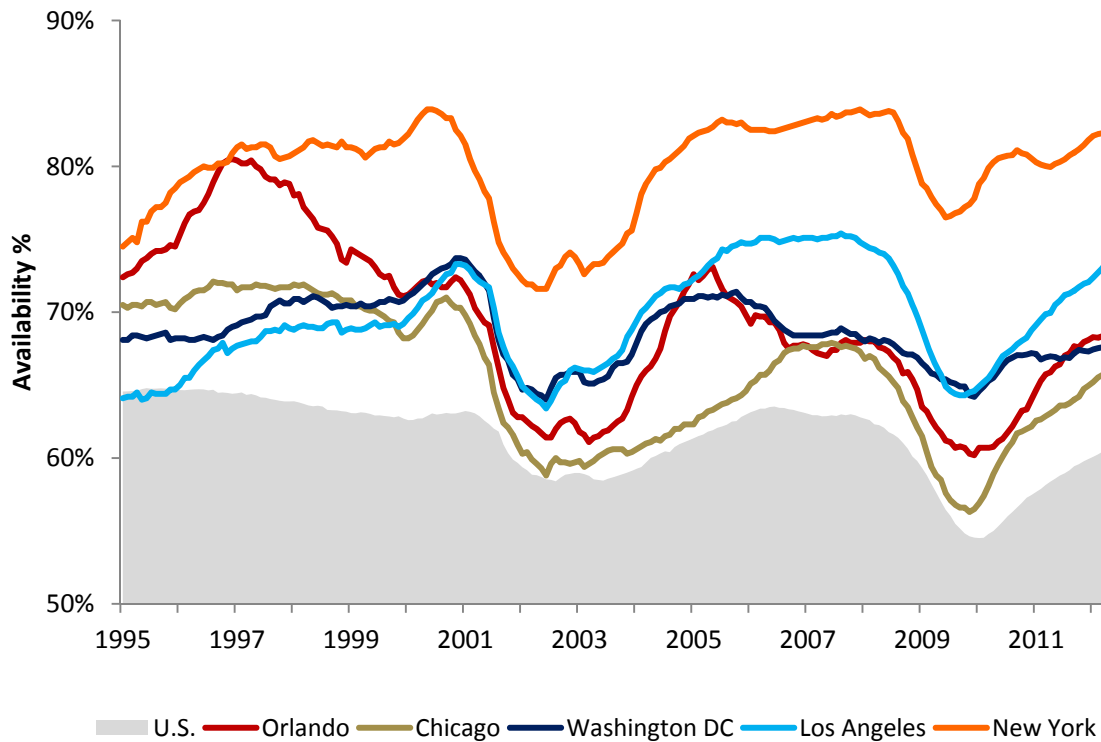


- U.S. REITs' earnings multiples are richer than the S&P
- S&P 500 earnings decelerating
- However, earnings yield is essentially in-line with Baa yields and the Sector's LT average.

Source: Cornerstone, Greenstreet

Market Occupancies Return to Previous Highs

Occupancy, All Hotels, 12-month trailing

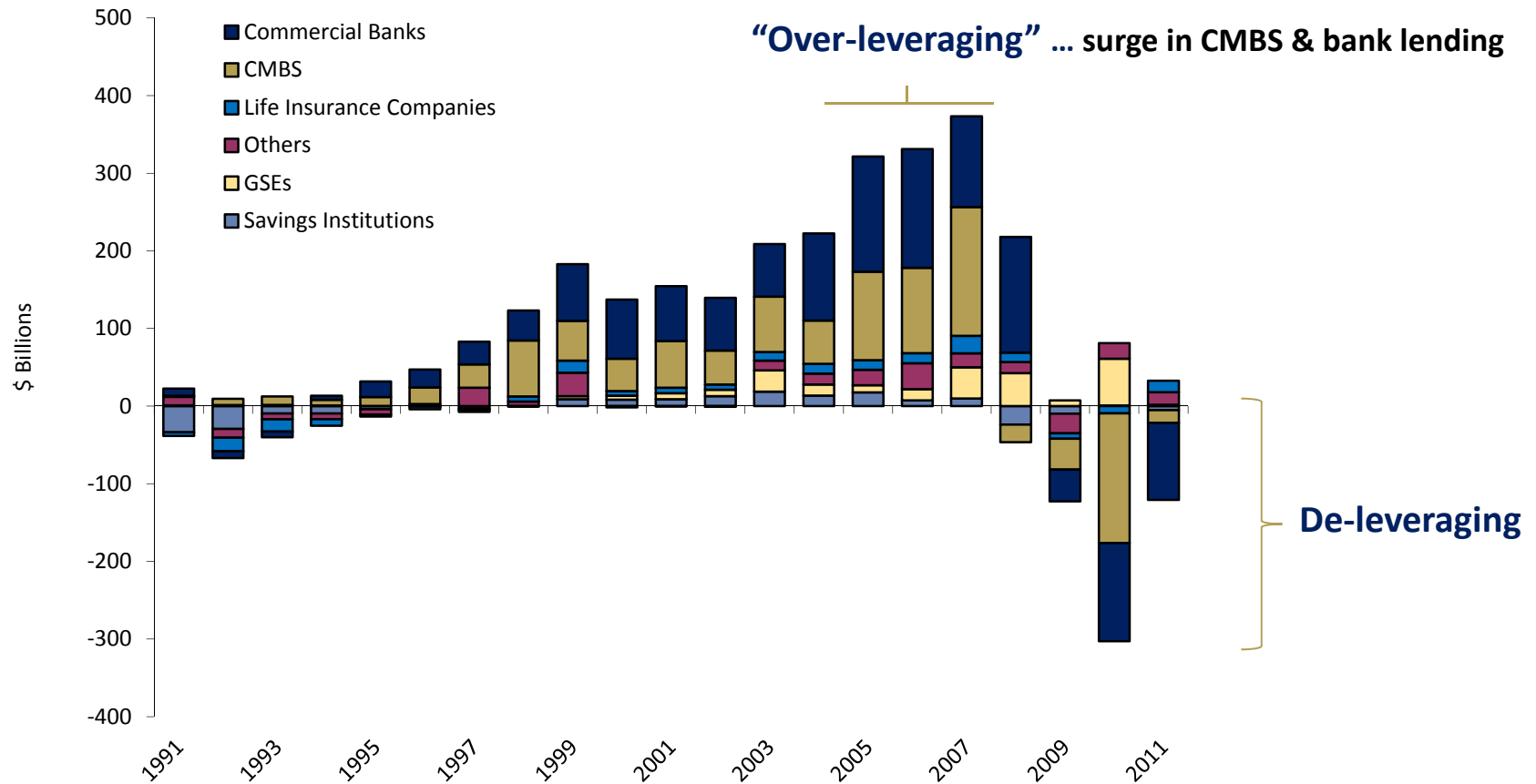


Source: Cornerstone Research, Smith Travel Research, PKF Hospitality 8-6-2012

- Occupancy in most of the major markets are at or near the long term average, signaling operators to push rates. ADR growth outpaced occupancy growth in the first quarter.
- New York City, San Francisco, Miami, and Boston were high occupancy markets through 2011. Austin, San Jose and Minneapolis each posted double-digit RevPAR gains as well.
- New hotel room supply is forecast to be less than 1% in 2012 and 2013.
- Forward bookings for 2012 appear healthy and low supply should help the industry maintain solid occupancies.

Mortgage Market Improving But Legacy Issues Remain

Net Commercial & Multifamily Mortgage Flows by Lender Type



Change in the combined outstanding balance of commercial and multifamily mortgage loans. Annual data, 1990-2011.
 Source: Cornerstone Research based on data from the Federal Reserve, ACLI and Commercial Mortgage Alert. (3/20/12)

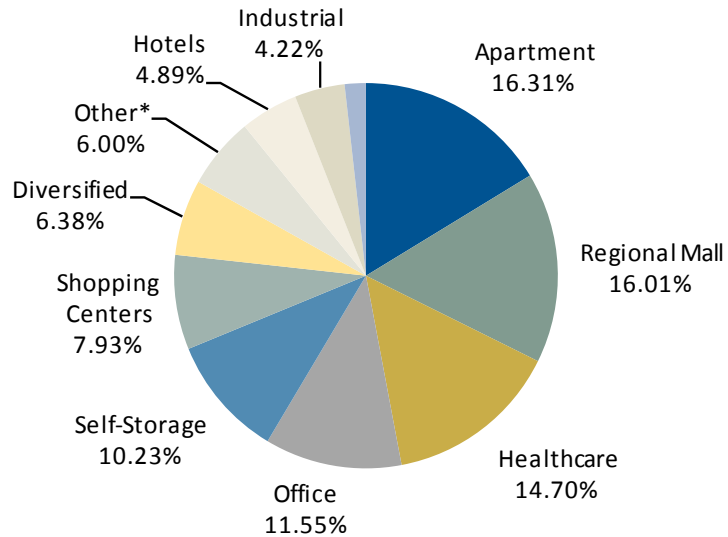
Section III

Bay County Retirement System: U.S. REIT Strategy

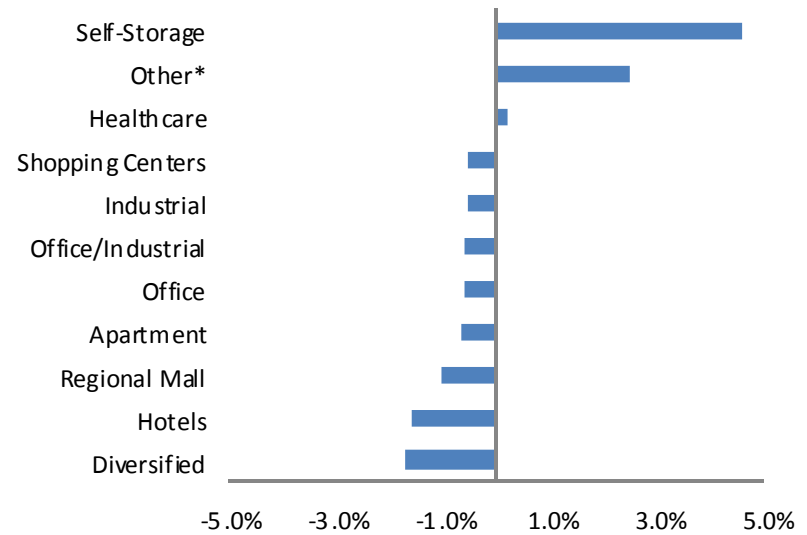
Bay County Retirement System Portfolio Composition

August 31, 2012

Property Sector Diversification



Relative to FTSE/NAREIT Equity Index**



* Other includes Manufactured Homes and Free Standing

Bay County Retirement System Portfolio Composition

August 31, 2012

Top 10 Holdings

Security Name	Sector	Weight
Simon Property Group Inc	Regional Mall	11.94%
Ventas Inc	Healthcare	6.15%
Public Storage	Self Storage	5.56%
Boston Properties Inc	Office	4.72%
Extra Space Storage Inc	Self Storage	4.67%
HCP Inc	Healthcare	4.65%
Health Care REIT Inc	Healthcare	3.91%
Prologis Inc	Industrial	3.71%
Equity Residential	Apartment	3.41%
Vornado Realty Trust	Diversified	3.40%
Total		52.1%

Largest Active Over and Under Weights*

Company	Active Over Weight
Extra Space Storage	3.79%
Ventas	1.66%
HME	1.54%
Rayonier	1.52%
CPT	1.50%

Company	Active Under Weight
Federal Realty Investor	-1.56%
UDR	-1.52%
Realty Income	-1.28%
Essex Prop Trust	-1.22%
Taubman Centers	-1.07%

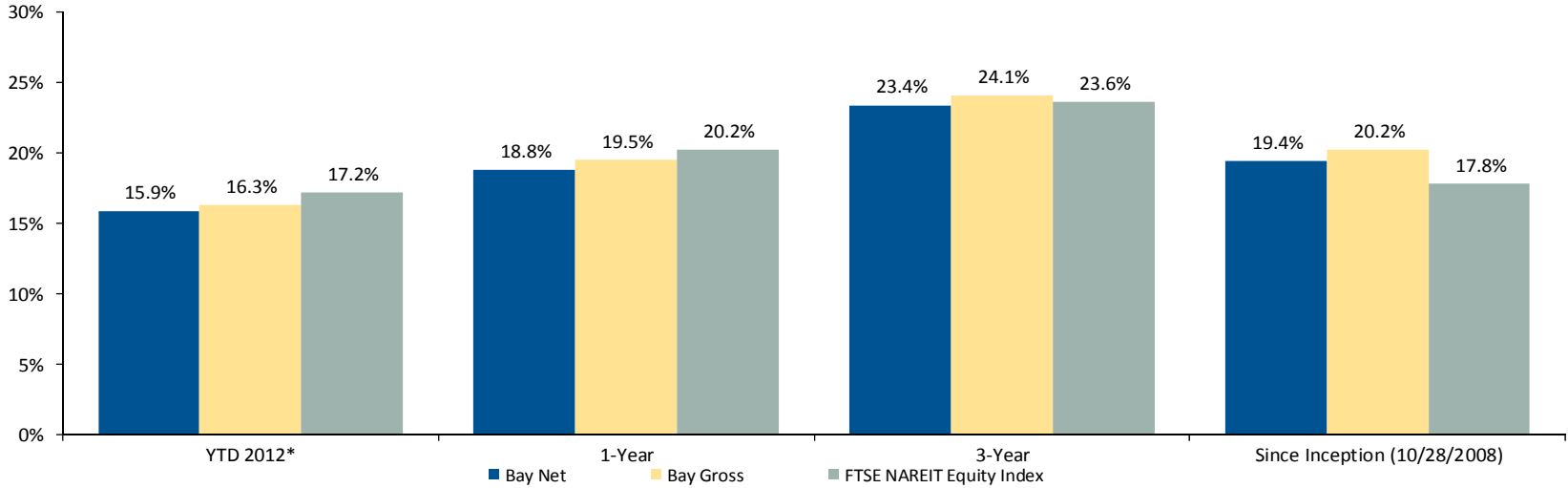
Bay County Retirement System Portfolio Composition

August 31, 2012

	BCRS Portfolio	FTSE NAREIT Equity Index
Median Market Cap (billion)	\$3.8	\$1.6
Weighted Avg Market Cap (billion)	\$15.5	\$13.4
Top 10 as percent of portfolio	52.1%	44.7%
Turnover (YTD)	70%	N/A
Tracking Error (3 yr)	1.2%	N/A
Number of stocks	43	123
Dividend Yield	3.4%	3.4%
Information Ratio (3 Yr)	0.39	N/A

Bay County Retirement System Performance

August 31, 2012



FTSE NAREIT Equity Index is composed of all public equity REITs that trade on the NYSE, NASDAQ, and AMEX stock exchange. FTSE's methodology for index constituents is available upon request. You cannot invest directly in an index.

*Data represents total return, not annualized, through August 31, 2012. The Bay Gross Returns and the FTSE/NAREIT Equity Index results are reported before the deduction of advisory fees. Bay Net Returns are after advisory fees.

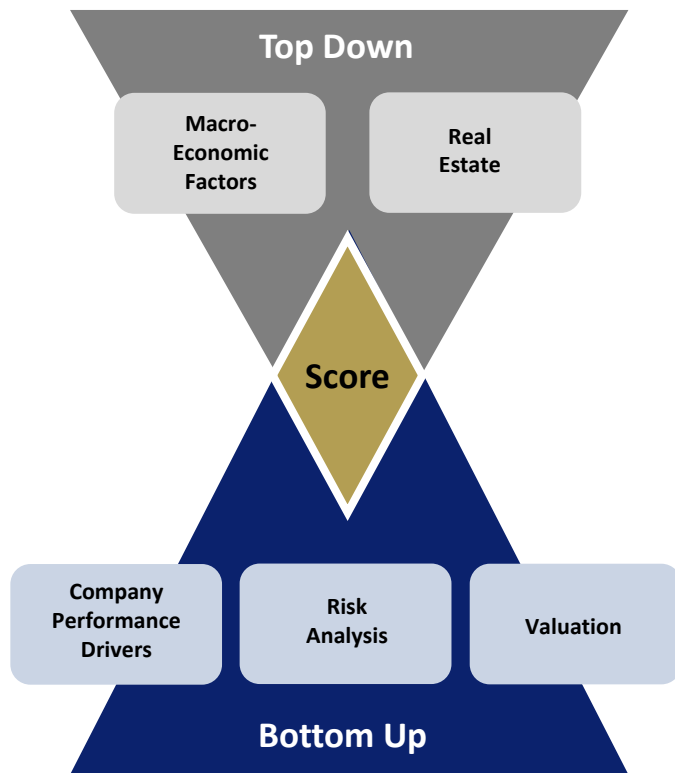
2012 results are preliminary

Past performance is not a guarantee of future performance.

Section IV

Appendix

Investment Management Process



- *Top Down – Bottom Up Process*
 - ◆ Specific variables are scored based on quantitative and qualitative analysis in our proprietary Analytical Ranking Model (ARM)
- *Top Down*
 - ◆ Macro economic and real estate market environment and sentiment
 - ◆ Geographic and Sector scores are ranked into quartiles to inform allocation decisions
- *Bottom Up*
 - ◆ Detailed quantitative and qualitative analysis of each company
 - ◆ Specific variables are scored and ranked in quartiles to inform company selection decisions
 - ◆ Risk analysis informs all aspects of process

Biographies

David Wharmby, CFA, Managing Director, Global Head of Real Estate Securities

Mr. Wharmby is the Managing Director of Cornerstone's Real Estate Securities Group, responsible for the management of the Group. He is the lead portfolio manager for global real estate securities strategies, co-portfolio manager for U.S. real estate securities strategies, chair of the Firm's Securities Group Investment Committee, and a member of the Capital Markets Investment Committee. Mr. Wharmby began his Cornerstone career, in acquisition underwriting and asset management roles prior to joining the Securities Group. He has covered US, European, and Asian property stocks and was responsible for launching Cornerstone's global real estate securities strategy. Prior to joining Cornerstone in 1996, Mr. Wharmby was Assistant Vice President with L.W. Ellwood & Co. / Coopers & Lybrand where he was responsible for managing due diligence and valuation services for institutional investors. Prior to LWE / C&L, Mr. Wharmby was a real estate appraiser with Heberger and Associates, a real estate valuation and consulting firm in Connecticut. Mr. Wharmby earned a BS degree in Real Estate and Urban Economic Studies and an MBA in Finance from the University of Connecticut. He has been a guest lecturer at the University of Connecticut and New York University and is a member of NAREIT, EPRA, APREA, the CFA Institute, and the Stamford CFA Society. Mr. Wharmby is a CFA charterholder and is a Member of the University of Connecticut's Real Estate Council.

Scott C. Westphal, CFA, CPA, Managing Director, Real Estate Securities

Mr. Westphal is a Managing Director in the Real Estate Securities Group responsible as the lead portfolio manager for the U.S. REIT strategy. He was instrumental in the creation of Real Estate Securities Group. Prior to joining Cornerstone in 1999, Mr. Westphal served as Executive Vice President and Portfolio Manager for JLW Capital Management, a wholly owned subsidiary of Jones Lang LaSalle. His principal responsibilities were the creation and management of real estate securities portfolios for institutional clients. Previously, Mr. Westphal served as Senior Vice President for Cohen & Steers Capital Management, the largest dedicated U.S. real estate securities investment manager, where he spent four years developing portfolio strategies for institutional investors and served as a member of the Investment Committee. Prior to his position at Cohen & Steers, Mr. Westphal was a portfolio manager for the IBM Retirement Fund's \$2.5 billion real estate portfolio, where his responsibilities included investments in direct properties, joint ventures and REITs. Mr. Westphal was also responsible for the first property for share exchange negotiated with a publicly traded U.S. REIT. Mr. Westphal earned a BS degree in Corporate Finance and Accountancy from Northern Illinois University. Mr. Westphal is a CFA charterholder and a Certified Public Accountant. Mr. Westphal is a member of the CFA Institute, American Institute of Certified Public Accountants, New York Society of Securities Analysts and the National Association of Real Estate Investment Trusts.

Biographies – Asia Pacific

Rico Kanthatham, Director, Asia – Real Estate Securities

Mr. Kanthatham is co-responsible for leading the Asian property securities investment strategy and real estate business development initiatives in the Hong Kong affiliate office. He was a senior member of the U.S. REIT strategy team for eight years before assisting in launching the global real estate securities strategy and relocating to Hong Kong to establish Cornerstone's Asia presence in 2008. Prior to joining Cornerstone in 2001, Mr. Kanthatham was a sell-side research analyst with Prudential Securities. At Prudential, he maintained research coverage of a number of US REIT sectors and provided investment research to Prudential's institutional clients. Before his tenure at Prudential Securities, Mr. Kanthatham served as a securities analyst for JLW Capital Management, a wholly owned subsidiary of Jones Lang LaSalle, where he assisted in the creation of real estate securities portfolios for Jones Lang LaSalle's institutional clients. He began his career working for commercial architecture firms in San Francisco and New York. Mr. Kanthatham earned a BA degree from University of Pennsylvania, an MS from Columbia University's Real Estate Development Program, and a Masters of Architecture from University of California, Berkeley's School of Environmental Design. He is currently an active participant, speaker and writing contributor to the APREA, ARES and ANREV organizations in Asia.

Anna Zhong, CFA, Director, Asia – Real Estate Securities

Ms. Zhong, an employee of Cornerstone's Affiliate Babson Capital Cornerstone Asia Limited, is co-responsible for leading the Asian property securities investment strategy and is a member of Cornerstone's Global Securities Group. She has extensive Asian real estate investment management experience having been based in Hong Kong for 15 years, and covered real estate stocks throughout the Asia-Pacific Region including China, Hong Kong, Australia, Japan, and Southeast Asia. Prior to joining the Hong Kong office in 2009, Ms. Zhong had previously been Managing Director and Head of Global Real Estate Research at HSBC Securities where she was involved in the underwriting of many of the new property company IPO's in the Hong Kong / China region. Prior to HSBC, Ms. Zhong was a Portfolio Manager with ABN AMRO where she managed ABN AMRO's Asia Pacific real estate securities portfolios and a member of the Global Property Investment Committee. Prior to that, Ms. Zhong was a Property Analyst with Alliance Capital. Ms. Zhong earned a BS degree and an MS from the University of Maryland and an MBA from Columbia Business School. She is a CFA charterholder as is currently an active participant, speaker and writing contributor to the APREA and ARES organizations in Asia.

Masayuki Ozaki, CFA, Equity Research Analyst, Real Estate Securities

Mr. Ozaki is responsible for providing research coverage on Japanese real estate securities and J-REITs. Mr. Ozaki joined Cornerstone in 2006, serving as a market research analyst in the Research Group. In 2008 he joined the Securities Group. Prior to joining Cornerstone, Mr. Ozaki worked for over seven years in Tokyo, Japan, in the areas of investment banking and private banking at Morgan Stanley, Bank of America, and Citibank. Mr. Ozaki is a graduate of Cornell University, where he earned a dual degree at the Johnson Graduate School of Management (MBA) and the School of Hotel Administration (Master's of Management in Hospitality). He earned an LL.B. from Keio University in Tokyo, Japan.

Biographies – EMEA

Guido Bunte, Director - Europe, Real Estate Securities

Mr. Bunte is co-responsible for the management of European real estate securities strategy and is part of the global strategy team. Prior to joining Cornerstone in 2008, Mr. Bunte served as Senior Portfolio Manager at Fortis Investments, with co-responsibilities for Fortis Investments' real estate securities business. He managed the Asian real estate securities portfolios and co-managed the European real estate securities portfolios. Previously, Mr. Bunte served as a Portfolio Manager / Investment Analyst at ABN AMRO Asset Management, where he was co-responsible for ABN AMRO's European real estate securities portfolios and a member of the Global Property Investment Committee. Mr. Bunte received his MS in Economics from the University of Cologne (Germany) and a BBA from the University of Paderborn (Germany). He also spent a year as an ERASMUS scholar at the University of Stockholm (Sweden).

Henry Burgers, CFA, Director - Europe, Real Estate Securities

Mr. Burgers is jointly responsible for the management of European real estate securities strategy and is part of the global strategy team. Prior to joining Cornerstone in 2008, Mr. Burgers served as Senior Portfolio Manager at Fortis Investments, with co-responsibilities for Fortis Investments' real estate securities business. He managed the firm's European real estate securities portfolios. Prior to Fortis Investments he has been Senior Asset Manager at BPF Bouwinvest, where he helped to manage an international non-listed real estate portfolio. Before that Mr. Burgers worked as a Portfolio Manager/Investment Analyst at ABN AMRO Asset Management where he was co-responsible for ABN AMRO's European real estate securities portfolios and a member of the Global Property Investment Committee. Mr. Burgers received his Master of Arts in Financial Sector Management from the Vrije Universiteit of Amsterdam. He is a Chartered Financial Analyst and member of the CFA Institute.

Biographies – North America

William Gustafson, CFA, CPA, Senior Equity Research Analyst, Real Estate Securities

Mr. Gustafson is responsible for covering the lodging and office sectors for Cornerstone's Securities Group in Stamford, CT. Prior to joining Cornerstone in 2008, Mr. Gustafson was a Senior Associate Analyst with Green Street Advisors, an independent research firm which specializes in real estate securities. At Green Street he maintained research coverage of lodging companies and provided investment advice to Green Street's institutional clients. Prior to Green Street, Mr. Gustafson worked as an Associate in Goldman Sachs & Co's Real Estate Investment Banking group. In addition, Mr. Gustafson worked for more than five years on the acquisitions team at JER Partners in the United States and Europe. During his time at JER Partners, Mr. Gustafson underwrote and acquired over \$2 billion of investments in real estate and mortgages in the United States, Canada, Japan, and the United Kingdom. He has over 14 years of experience in real estate investments including over five years of experience in securities analysis and public markets. Mr. Gustafson earned an MBA with a dual concentration in Finance and Real Estate from the Wharton School at the University of Pennsylvania and a BS degree in Commerce from the McIntire School of Business at the University of Virginia. In addition, Mr. Gustafson is a CFA charter holder and is a Certified Public Accountant.

James Johng, Senior Equity Research Analyst, Real Estate Securities

Mr. Johng joined Cornerstone's Securities Group as a securities analyst and is responsible for providing research coverage for the industrial, self-storage and specialty sectors. Prior to joining Cornerstone in 2005, Mr. Johng was a Property Manager with Tishman Speyer Properties. In addition, he was a member of the Development Team responsible for the construction of the Hearst headquarters located at Columbus Circle in New York City. Mr. Johng also served five years in the US Army (25th Infantry Division - Schofield Barracks, HI) as an artillery officer. Mr. Johng earned a BS degree in Systems Engineering from the US Military Academy and an MBA in Finance from the Stern School of Business at New York University.

Biographies – Portfolio Analytics

Rene St. Marie, Senior Portfolio Analyst, Real Estate Securities

Mr. St. Marie is responsible for portfolio and valuation modeling, investment research, industry analysis, attribution and performance/risk analytics, GIPS administration for the Securities group company modeling, accounting and reporting. In addition, he assists in client services and consultant requests. Mr. St. Marie joined Cornerstone in 2002. Prior to joining the Securities team, Mr. St. Marie was a portfolio accountant for Cornerstone's real estate equity funds. Mr. St. Marie earned a BS degree in Finance from Western New England College. He is a member of the National Association of Real Estate Investment Trusts and is currently a candidate in the CAIA program.

Jennifer Avery CIPM, Portfolio Analyst, Real Estate Securities

Ms. Avery is responsible for portfolio research and analysis including portfolio and valuation modeling, risk analytics, performance measurement, proxy administration, fund accounting and reporting. Prior to joining Cornerstone in 2006, Ms. Avery worked for ING Investment Management Americas for 8 years in global operations, most recently as Manager of Equity Security Operations. While at ING, Ms. Avery was responsible for global equity trade processing for institutional and retail products, including trade settlements, tax reclaims, custodian and sub-custodian account maintenance, corporate actions, foreign exchange, reconciliations and securities audits. Additionally, she has experience in product launches, fund accounting, systems testing and implementation. Ms. Avery holds a BBA degree in Finance from the University of Toledo and an MBA in Finance from Rensselaer Polytechnic Institute. Ms. Avery is a CIPM certificate holder and a member of the CIPM Association.

Biographies – Research

Michael Gately, Managing Director, Research

Mr. Gately directs Cornerstone's Research Group with responsibility for macro- and micro-economic research, market analysis and forecasting, and strategy development. Since joining Cornerstone as Vice President of Research, he has modeled real estate market supply and demand fundamentals for all property types at the national, market and submarket levels, and led the development of Cornerstone's proprietary models. Prior to joining Cornerstone in 1994, Mr. Gately managed real estate interests for a privately held manufacturing and retailing concern, served six years as Executive Director of the University of Hartford's Construction Institute, and began his career as a regional economist. Mr. Gately earned an AB degree in Economics from St. Michael's College and an MA in Economics from the University of Hartford. He is a frequent speaker on real estate market trends and critiques real estate and economic data sources to assist providers in new product. Mr. Gately is a member of the Urban Land Institute, the Senior Officer Research Forum of the National Association of Real Estate Investment Managers, and other industry organizations.

Jim Clayton, Ph.D., Vice President – Research

As a Vice President of Research, Dr. Clayton is responsible for monitoring and forecasting real estate investment and capital market trends, and delivering applied research and strategic thought pieces to the firm's leadership and clients. Prior to joining Cornerstone in 2008, Dr. Clayton was the Director of Research at the Pension Real Estate Association (PREA). Dr. Clayton led PREA's research efforts through original research, coordination of sponsored external research, and participation in educational and investor outreach activities. He also wrote a regular Capital Markets column in the PREA Quarterly magazine. Prior to joining PREA in 2006, Dr. Clayton held faculty positions at the University of Cincinnati in Cincinnati, OH and Saint Mary's University in Halifax, Nova Scotia. He is currently an Adjunct Professor in the School of Business at the University of Connecticut. His research has been published in the major academic and practitioner real estate journals. Dr. Clayton is a co-editor of the bi-annual special issue of The Journal of Portfolio Management devoted to real estate, a Fellow of the Real Estate Research Institute (RERI), a Fellow of Weimer School of Advanced Studies in Real Estate and Land Economics and a past recipient of a Homer-Hoyt Institute post-doctoral fellowship. He is also a member of the PREA Research Committee and the PREA Research Affinity Group. Dr. Clayton earned a BA degree in Economics from Queen's University, an MA in Economics from the University of Western Ontario and a PhD from the University of British Columbia. Dr. Clayton has taught professional development courses in Real Estate Finance and Capital Markets for the National Association of Industrial and Office Properties (NAIOP), Institutional Investors Inc., the MIT Center for Real Estate, Harvard University Graduate School of Design and the Real Property Association of Canada (REALpac). He has presented and moderated at numerous academic and industry events both in the United States and abroad.

Biographies – Research

Paul Stewart, Director of Research – Cornerstone Europe

Mr. Stewart is the Director of Research for Cornerstone Europe. Operating from the Firm's London office, Mr. Stewart is responsible for monitoring and forecasting European property market fundamentals and capital market/pricing trends. In addition, he produces a number of regular publications for clients. He has a particular focus on the UK, Nordic and Germany property markets. Prior to joining Cornerstone in 2012, Mr. Stewart was Director of United Kingdom research and strategy for ING Real Estate Investment Management. He has nearly two decades of experience in real estate investment research. Mr. Stewart holds an MSc in Urban Property Appraisal from the University of Paisley and obtained a further post graduate diploma from the Investment Property Forum. He is a member of both the Society of Property Researchers (SPR) and The Investment Property Forum (IPF).

Ryan Ma, CFA, Assistant Vice President

Mr. Ma is responsible for developing Cornerstone's proprietary research database and forecasting models, as well as providing research support for mortgage and equity investment activities. Prior to joining Cornerstone in 1999, Mr. Ma worked for over four years with one of China's leading full-service commercial real estate firms. His diverse experience includes commercial development, project planning and architectural design. Mr. Ma received a Bachelor of Architecture degree from Tsinghua University in Beijing, China, a Master of City Planning and an MBA with a full-tuition scholarship at Ohio State University. Mr. Ma is a CFA charter-holder.

Dags Chen, Assistant Vice President

Mr. Chen covers metropolitan economies in the Midwest and most of the Mountain Western states and is responsible for assessing current and future economic trends with a focus upon primary real estate investment markets. He regularly handles market underwriting for potential acquisitions that are presented to Cornerstone's investment committee. He also covers the national Hotel and Retail property sectors, developing and making presentations for the company as a whole and its clients on topics related to either sector. Prior to joining Cornerstone in 2007, Mr. Chen served as a senior project manager for a non-profit that worked closely with state and federal agencies on matters related to corrections including prison construction, corrections staffing and agency planning. He has also worked as a business analyst for an IT consulting firm. Mr. Chen earned his BA degree in Government from Wesleyan University in Middletown, CT and his MBA from the University of Connecticut and is a graduate of the UCONN Center for Real Estate. He has completed Level 2 of the CFA exam and is a member of the Internal Council of Shopping Centers.

Tom Duggan, Research Analyst

Mr. Duggan provides research market analysis for mortgage and equity investments of all property types and also assists with database development and maintenance. Mr. Duggan joined Cornerstone in 1997 as a Senior Property Accountant, responsible for property-level accounting for a portfolio of investments. In 2005, he transferred to the Research Group. Prior to joining Cornerstone, Mr. Duggan was a Senior Mortgage Loan Accountant at Babson Capital Management. Mr. Duggan received a BS degree in Finance from Fairfield University and an MBA from the University of Hartford.

Biographies – Client Services

Kevin Ryan, CFA, Vice President, Business Development

Mr. Ryan is responsible for Cornerstone’s marketing and client service for the Global Real Estate Securities group. Prior to joining Cornerstone in 2008, he was Vice President of Business Development for Adelante Capital Management where he was responsible for marketing domestic and global real estate securities strategies to the adviser and institutional marketplace. Mr. Ryan was a business development representative for Federated Investors covering the broker/dealer community. Mr. Ryan has spent the previous 18 years working in a sales and marketing capacity. Mr. Ryan earned a BA degree in Economics and Philosophy from Boston College. He is a Chartered Financial Analyst, a member of the CFA Institute, and a member of the CFA Society of Philadelphia.

Charlie Murrin, Analyst, Client Service and Reporting

Mr. Murrin is responsible for supporting client and consultant relations, as well as fund marketing and portfolio reporting. In this capacity he is responsible for overseeing and responding to Cornerstone’s Real Estate Securities RFP/RFI’s, data requests and client servicing. This includes providing support for Real Estate Securities initiatives and consultant reporting responsibilities. Mr. Murrin came to Cornerstone in 2011 from a strategic finance resource management role at Aetna and has a background in process improvement and financial analysis. Mr. Murrin earned a BA degree from Grinnell College with a major in history. He earned an MBA from the University of Connecticut School of Business with a concentration in finance where he also served as a manager on a student run fund. He is currently a level II CFA candidate.

Disclosures

The information provided herein is believed to be obtained from sources deemed to be accurate, timely and reliable. However, no assurance is given in that respect. The reader should not rely on this information in making economic or other decisions.

The analysis contained herein is intended to demonstrate Cornerstone's investment management process, and should not be considered investment advice. Any opinions expressed herein reflect our judgment at this date and are subject to change without notice, as are statements of market conditions and trends.

Certain of the statements contained herein are statements of future expectations and other forward-looking statements that are based on our current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements.