

Marketing & Listing Services



Letter of Introduction

Yes, these are challenging times with all facets of the market –lenders, builders & developers and the hundreds of contractors that are involved in our business being affected. No one has gone unscathed.

The Cameron Group provides an unparalleled level of understanding of today's evolving residential & commercial market through its personal experience as land & new construction focused brokers and as builders and developers via our affiliated development companies.

Strong relationships, trust, experience, expertise, integrity, adding value and hard work are the cornerstones of The Cameron Group. Guiding our clients and customers through the maze of information to the right opportunity or best buyer with the ultimate goal of professionally facilitating each transaction-keeps us grounded and focused.

As part of our service package The Cameron Group publishes a weekly market update featuring available land and commercial opportunities through its various market contacts. Today over 300 stakeholders in the Puget Sound market subscribe to the newsletter and rely upon The Cameron Group to provide accurate information and reliable service.

Our success is measured in the satisfaction of our clients and customers. One deal at a time.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott", with a long horizontal flourish extending to the right.

Scott Cameron
The Cameron Group

Services

Marketing Services

- Land, entitled and finished lot acquisition and sales
- Distressed & REO residential land, commercial and note sales
- Owner rep entitlement and development services
- Market analysis & feasibility studies of raw, entitled and developed properties
- Broker Opinion of Value Analysis

Specialization

- Land & New Construction Focused
- Core understanding of each Seller's needs and timelines
- Being in the vortex of market knowledge information with both Sellers and Buyers in the ever changing real estate market
- Local representation that provides extensive knowledge of the current market factors that directly affect land and new construction in the Puget Sound real estate market.

The Cameron Group (TCG) provides over 30 years of combined experience in the Puget Sound real estate market as an active participant in marketing, developing and brokering land and new construction. In 2008, recognizing the changing market, TCG leveraged its expertise and experience in land entitlement & development, building, land brokerage and new home sales to specialize in distressed residential and commercial assets.

TCG provides its clients with dedicated and experienced "team approach" brokerage service package. TCG is focused on land, entitled and finished properties, new construction (single, multifamily, mixed use) and income projects.

TCG has developed literally hundreds of valued relationships with a range of industry stakeholders and lenders to provide the marketing expertise to maximize a project's exposure to the right target buyer pools. Additionally TCG leverages its experience to source and facilitate acquisitions.

TCG possesses the hands-on experience, professional perseverance and creative solutions with lenders, buyers and sellers to achieve results in today's challenging market.

Asset Exchange™

- Web based platform for marketing assets
- Stable 24/7 platform for providing due diligence data and PSA Addenda
- Options for sealed bid or traditional listings
- E-Blasts to ~400 subscribers (regional buyers, agents and stakeholders)

Team Approach

- Two partners provide access/responsiveness for clients and customers
- Broader market and product specialization
- Organized, detailed and project focused

About Us

Team Members



Wes Falkenberg - Partner

Wes is a Broker with Windermere Bellevue Commons and is a Project Manager for Bent Nose Building & Development where he has gained experience working in all aspects of the entitlement and development process. Wes' primary focus is marketing and sourcing land opportunities and new construction sales. Wes is an active committee member of The Care Foundation/MBA. Wes resides with his family in Snoqualmie, WA.

wes@cameronregroup.com

425-761-6489

Scott Cameron - Senior Partner

Scott is a Broker with Windermere Bellevue Commons and the Managing Member of Bent Nose LLC Building & Development. Scott draws upon twenty five years of industry experience to provide a full range of sales and marketing services for land owners, developers, builders, lenders and investors in new construction (single and multi family) and master planned communities. Scott is an active member of the King and Snohomish County MBA Executive Board and the Past Board Chair of the Bellevue Boys and Girls Club. Scott resides with his family in Bellevue, WA.

scott@cameronregroup.com

425-445-0887

Transaction Support Team

Listing Coordinator: Karen Hallgrimson

Closing Coordinator: Richard Thakorlial

Sales Activity

Current TCG portfolio of resale, REO, short, new construction & land listings: \$25,000,000

2010 Closings

Wynstone:	44 SF Lots, Federal Way WA (REO)
Wilderness Hills:	22 SF Lots, Maple Valley WA (REO)
Hidden Ridge II:	63 Partially Constructed Lots, Monroe WA (REO)
Coho Creek:	83 SF Lots, Covington WA (REO)
Sophia Glenn:	57 SF Lots, Kent WA (Short Sale)
Snowbird:	Residential Acreage, North Bend WA (Note Sale)
The Enclave:	26 Unit Approved Townhomes, Bellevue WA (Private)
Crestwood Park:	64 SF Lots, Issaquah WA (Short Sale)
Sammamish:	2.3 Acres, Sammamish, WA (Private)

2011 Year To Date Closings/Pendings

Canyon's Glenn II:	5 Acres, Bothell WA (REO)
Lau Short Plat:	4 SF Lots, Newcastle WA (REO)
Mercer Marine:	8 SF Lots, Bellevue WA (REO)
Logan Heights:	52 SF Lots, Lynnwood WA (REO)
Chestnut Hills:	18 Partially Constructed SF Lots, Burien WA (REO)
Vistas at Silver Lake:	11 SF Lots, Everett WA (REO)
Evergreen Hills:	150 SF Lots, Olympia WA (REO)
Mountain Ridge Estates:	11 SF Lots, Monroe WA (REO)

Current Land Listings

Whisperwood:	36 SF Lots, Snohomish WA (REO)
Wheaton Way:	12 acres mixed use site, Bremerton WA (REO)
Singh 1:	27 SF Lots, Kent WA (REO)
Magnolia Meadows:	82 Recorded Lots, Arlington WA (REO)
Deshutes River:	180 Partially Construction Lots, Tumwater WA (REO)
Oaks Avenue:	9 Entitled SF Lots, Anacortes WA (REO)
Lakeland Hill Estates:	66 Entitled Lots, Auburn WA (REO)
Federal Way Townhomes:	29 Unit Townhome Site, Federal Way WA (REO)

