

## **Southern California Retail Investment Brokerage Team Hanley Investment Group Adds Key Personnel**

*Hanley Investment Group Real Estate Advisors (formerly Hanley Brown Group), one of the most dominant retail investment groups in Southern California and a market leader in the sale of retail properties, announced today the addition of six key personnel to enhance the successful retail investment brokerage company. Retail investment professionals Bryan Land and Cameron Rafati have joined Hanley Investment Group as associates and will be responsible for advising clients on the acquisition and disposition of shopping centers in Southern California. Hanley Investment Group has also hired Jay Nichols and Matt Hopkins as junior associates to assist with the company's successful growth. The company also named Jaclyn Gostanian as marketing coordinator and Ali Shimoff as office manager.*

May 7, 2007 (FPRC) -- IRVINE, CALIF. - Hanley Investment Group Real Estate Advisors (formerly Hanley Brown Group), one of the most dominant retail investment groups in Southern California and a market leader in the sale of retail properties, announced today the addition of six key personnel to enhance the successful retail investment brokerage company.

"We have selected some very talented, dedicated and charismatic individuals to join our company," said Edward B. Hanley, president of Hanley Investment Group. "We feel they are ideal people who fit our team culture and will be tremendous assets to build and leverage our previous success."

Retail investment professionals Bryan Land and Cameron Rafati have joined Hanley Investment Group as associates and will be responsible for advising clients on the acquisition and disposition of shopping centers in Southern California. Land was most recently a branch manager at Countrywide Financial and played a key role in closing over \$260 million in loans. Prior to joining Hanley Investment Group, Rafati served as a retail sales associate for Internet Properties where he handled leasing assignments for landlords and coordinated tenant representation requirements for retailers in the greater Salt Lake City area.

Hanley Investment Group has also hired Jay Nichols and Matt Hopkins as junior associates to assist with the company's successful growth. They will work closely with senior brokers at Hanley Investment Group to identify new opportunities and help better serve clients in achieving time sensitive investment goals and objectives.

The company also named Jaclyn Gostanian as marketing coordinator and Ali Shimoff as office manager. Gostanian was formerly Hanley Investment Group's executive administrator, and is now responsible for all marketing initiatives from creation to completion, including graphic design, advertising and print concepts. Prior to joining Hanley Investment Group, Gostanian served as an assistant account executive for Cohen Communications in Fresno, Calif. where she gained extensive knowledge and experience in public relations, market research, client services, and developing and implementing marketing strategies. As office manager Shimoff will supervise all daily operations and work very closely with each agent to ensure clients receive the highest level of service. Prior to joining Hanley Investment Group, Shimoff worked for Arnel Property Management

where she successfully managed all daily operations for various apartment properties ranging from 100 to 620 units.

When asked why did these young professionals select Hanley Investment Group, the unanimous answer was because of Hanley Investment Group's unique corporate culture --- youthful, hard working, dedicated, an open, shared environment of camaraderie and teamwork, and loyal to the clients and to each other. "We have a very different corporate culture that is found rarely in the brokerage industry. Everyone in the company works together for a common goal – to provide our clients with the very best service and highest value in their transactions," Hanley said. "It is really gratifying to know that our new associates selected Hanley Investment Group after careful research and interviewing with other brokerage companies."

Not only is the company as a whole growing, but so are Hanley Investment Group's agents. Top producer at Hanley Investment Group, Senior Associate Eric P. Wohl, was recently promoted to vice president. Wohl was also named one of the "30 Under 30" leading players in Southern California's Commercial Real Estate Industry by Real Estate Southern California magazine in their March issue.

"It is going to be another exceptional year for our company, our professionals and our clients," added Hanley. "Hanley Investment Group is on track to close more than 50 investment transactions by year end."

Built on a solid foundation of performance, integrity and dedication, Hanley Investment Group Real Estate Advisors is a boutique retail investment advisory firm with a one billion transaction track record that is comprised of innovative specialists delivering unparalleled service and superior results that consistently exceed client expectations. Hanley Investment Group's expertise, commitment and unwavering focus of putting the client's needs first have continued to set the company apart in the industry.

Hanley Investment Group works closely with individual investors, developers, and institutional property owners in every facet of the transaction to insure that the highest value is achieved. Clients rely on Hanley Investment Group to be the most knowledgeable and trusted source for valuation services, market information and retail property acquisitions and dispositions. For more information, visit the Company's website at [www.hanleyinvestment.com](http://www.hanleyinvestment.com) or call (949) 585-7610.

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### **Keywords**

[Hanley Investment Group](#)  
[Retail investment brokerage](#)  
[shopping center sales](#)

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