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**Pinnacle Expands Established Commercial Management Department
New VP of Commercial Management, Jim Long, to Lead Initiative in Northwest**



SEATTLE – Pinnacle, an international real estate management firm, has positioned itself to expand its commercial management division. Jim Long, the new vice president of commercial management as of October 30, will be responsible for operations and business development in the Pacific Northwest Region. His business development efforts will be targeting the Puget Sound marketplace.

The leading multifamily property manager in Seattle and the leading third-party fee manager nationally, Pinnacle currently manages over 20,000 units in Puget Sound and an additional 4,000 units as part of its homeowners' association management. Pinnacle's commercial portfolio in Seattle includes over 2 million square feet of office, industrial, and retail assets for clients ranging from individual private investors to local and national institutional firms. The company's offerings also include construction management, consulting and brokerage services.

"We have 20 years of successful commercial management in our hometown, and we want to expand upon this business," said Regional President Eric Schwabe. "Jim's long track record in commercial management coupled with his dedication to delivering bottom-line results will no doubt add value to Pinnacle's current and future clients."

Long has over 17 years experience in commercial property management. He joins Pinnacle from Trinity Real Estate of Seattle, where he was the director of asset management responsible for the financial performance, property management and investor relations for Trinity's regional apartment and retail center holdings. Previously, Long worked at Equity Office Properties Trust for 10 years. In his last position at Equity, he served as the managing director of property management for Equity's Eastside portfolio, which consisted of 43 Class A high-rise, mid-rise and campus style office buildings totaling over 4.67 million square feet with 500+ customers and net operating income of over \$73 million.

Long earned his Bachelor of Science from Ohio State University. He is a licensed real estate broker in Texas and Washington and a Certified Property Manager (CPM®). Long serves as a board member and secretary for St. Andrew's Housing Group in Issaquah, Wash., a non-profit group dedicated to improving the quality of life for low income families living in King County's Eastside.

About Pinnacle

Pinnacle, an American Management Services Company, manages a portfolio of apartment, office and industrial assets valued at more than \$17 billion, with over 5,000 employees in 42 states. Pinnacle's multifamily portfolio consists of over 175,000 units, including more than 28,000 units of military family housing, and its commercial portfolio consists of nearly 5 million square feet.

In the last two years, Pinnacle has expanded operations overseas to China and Japan; the company will soon have operations in the Middle East and Republic of Korea. For more information, visit PinnacleAMS.com.