

ROBERT S. HOBBS

1955 Pauline Blvd. Suite 100C ♦ Ann Arbor, MI 48103 ♦ (800) 345-6694

Sperry Van Ness | Lillie & Associates LLC

Part Owner, Managing Director

Ann Arbor, Michigan & Dallas

National Income Property Buyer Representation

2006 to present

Real Estate Broker/Consultant/Independent Mortgage Broker

Ann Arbor, MI/Dallas, TX

Gary Lillie & Associates, Inc. and Independent Broker

1993 to 2006

Investment Real Estate Brokerage & Consulting ♦ Commercial/Investment Property Loan Brokerage

Real Estate Development ♦ LIHTC/HOME Funds/ Affordable Housing Consulting

Hall Financial Group, Inc.

National Real Estate Tax Shelter Syndicator/Developer

Michigan & Dallas, TX

Vice Chairman & CFO

1972-1982 & 1993

Also President-COO of Texas operation ♦ Negotiated, acquired, and structured numerous syndicated properties ♦ Supervised Controller, Treasurer, Legal, and Acquisition staffs ♦ NASD Principal and wholesaler ♦ Established bank lines of credit ♦ Arranged equity-raising sources ♦ Created revenue and expense control systems & exception reporting procedures ♦ In 1993, on a consulting basis, headed the disposition of selected properties related to an RTC workout program

Multi Financial Services, Inc.

Financial Consultants-Management Advisors-Investment Bankers

Southfield, MI

Manager

1991 - 1993

Business valuations ♦ Business plans ♦ Acquisition studies ♦ General consulting in accounting, finance, computer applications, and other fields

Hobbs Realty Corporation

Real Estate Brokerage, Syndication, and Consulting

Dallas, TX & San Jose, CA

Owner

1982-1991

Engaged in real estate marketing, syndication, and management ♦ Negotiated, acquired, and structured syndicated properties ♦ Created syndication strategies for developer/S&L clients ♦ Provided syndication legal/accounting/fund raising liaison ♦ Increased client information capabilities and productivity ♦ Programmed computer applications ♦ Produced financial and technical documentation ♦ Performed accounting and general business consulting

Self-Employed

Commercial and Residential Real Estate

Ann Arbor, MI

1967-1972

Real estate marketing, syndication, and management ♦ Negotiated, acquired, structured, and managed syndicated properties

US Silica

World's largest provider of silica products used in glass making, foundry molds, abrasives, etc.

Ottawa, IL

Corporate Controller

1965-1967

Supervised accounting and computer functions, and four division controllers ♦ Reconstructed management information systems ♦ Produced consolidated statements on the 4th of each month

Price Waterhouse

International CPA Firm

Detroit, MI & Los Angeles, CA

Manager

1958-1965

Consulted as a CPA in accounting and computer systems, management control systems, etc. ♦ Engaged in accounting/auditing/taxation/SEC filings ♦ Improved client information, accounting, and control system ♦ Created innovative solutions to business problems ♦ Uncovered fraudulent transactions

University of Michigan

BBA in Accounting and Economics

1957

University of Michigan

MBA in Accounting and Finance

1958