



# EQUITY

SINCE 1981

# REALTY

Creative Commercial Real Estate Solutions

With Equity Realty managing my property, I can rest assured it is being managed with the attention to detail I expect.”

Alan Haws, Investor

“I appreciate your patience throughout the entire deal...Not many Realtors would have done that, but that sort of thing is what makes you so special.”

Jim Miller, President Salvation Army Advisory Board

“Not only is she respected in the real estate community, but she is helping to shape and build a bright economic future for the state...Hatfield maintains a mind set of treating every property she handles as if it were her own whether she is selling, leasing, or managing the property.”

Metro Journal, 1999

“The Equity Realty team is results oriented, dedicated to their clients, and smart. As a banking institution, we look for clients who possess those attributes. They continually provide creative solutions for real estate related problems.”

Brad Krieger, CEO, Arvest Bank



"The Equity Team goes the extra mile. We provide our clients with the best service possible!"

- Judy J. Hatfield, President & CEO

## EQUITY REALTY, INC.

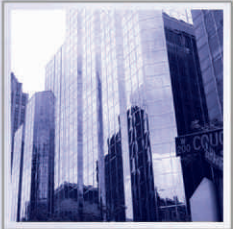


Equity Realty, Inc. is a TEAM of professionals dedicated to individual customer satisfaction by using positive strategies of wealth accumulation through creative commercial real estate solutions.

## OUR COMMITMENT



We recognize and appreciate your confidence in our abilities. We commit to represent you in a professional manner emphasizing honesty, integrity and hard work. Each transaction is unique and will receive individual attention, customized research and development, and marketing strategies specific to each property.



## ACCREDITATION

Look for a company with accredited staff and leadership, emphasizing Certified Commercial Investment Members (CCIM's). These designees must meet stringent requirements and have a broader understanding of the many aspects of commercial real estate transactions.



[www.equityrealty.net](http://www.equityrealty.net)

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## SERVICES

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Equity Realty, Inc., is a full service commercial real estate company that offers a wide variety of services, including:

- Brokerage Services
- Leasing
- Site Selection
- Development
- Investment Properties
- Portfolio Management
- Market Rent Analysis
- Marketing Programs
- Lease Negotiations
- Tax Deferred Transactions
- Consulting
- Property Management
- Tenant Representation
- Corporate Services

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## MARKETING

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A great real estate company will assess your marketing needs and work with you to create a marketing plan uniquely designed to maximize the visibility of your property in the marketplace. You should expect a monthly written status report informing you of the implementation and results of the plan.

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## FEE STRUCTURE

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Remember that while all fees are negotiable, "you get what you pay for." A favorable but competitive compensation structure will motivate the commercial real estate company you select to do their best job and reward them for outstanding service.

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## PERFECT FIT

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Not all companies have experience in all types of properties. Be sure the real estate company you select has experience with other properties like yours and check their results.

"I like your style of business and work ethics...you are an excellent role model."

- David R. Lopez, President-Oklahoma, Southwestern Bell Telephone

"Your reputation in the Norman Community as well as all of the OKC metro is outstanding. Telling the truth is a sign of a true professional, and your reputation and commitment to integrity are crucial and once you lose it, you can never get it back. A poignant thought that many forget, thank you for standing up for your convictions."

- Jim L. Wade, II, President, BancFirst-Norman

"In over three decades of handling corporate real estate for SYSCO, I have come across few individuals with the professionalism, knowledge, creativity and energy demonstrated by Judy Hatfield, President, Equity Realty, Inc. The assignment in Norman, Oklahoma was complex--marketing several special purpose industrial buildings and sites, during uncertain economic times, following "9/11". Judy is a "Make It Happen" individual and demonstrated great marketing skills and leadership in accomplishing our real estate disposition objectives. Her knowledge of real estate, the respect she has earned from the Norman business community, and reputation in the City of Norman government brought credibility to every transaction. SYSCO holds Equity Realty and Judy in highest esteem."

- Jack D. Carlson, VP Real Estate & Construction  
SYSCO Corporation

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INDIVIDUAL  
MEMBERS