

# HOWARD GYLER

Managing Partner  
G-G&B Property Services

President  
Gyler First Texas, Corp.

5910 Firecrest Drive; Garland, TX 75044

Dallas Office Telephone: 972-496-2014

Mobile: 972-977-2382

E-mail: [Invest4087@aol.com](mailto:Invest4087@aol.com)

Websites: [www.gylerfirsttexas.com](http://www.gylerfirsttexas.com), & [www.ggbpropertysservices.com](http://www.ggbpropertysservices.com)

## **OBJECTIVE:**

To assist clients in the operation of apartment portfolios and organize partnerships to purchase properties which realize profits and secure high rates of return in the complicated multi-family properties market.

## **PROFILE:**

- Proven, motivated performer in multi-family property sales and management.
- Committed to providing quality housing to residents while securing clients and/or investors the highest rate of return on their dollar.
- Record of absorbing new concepts and adapting to highly demanding situations or distressed sub-markets.
- Exceptionally strong interpersonal and teamwork skills.

## **SUMMARY OF QUALIFICATIONS:**

- Thirty-three years experience in real estate with a solid background in development, management and consulting.
- Results-driven management executive with multi-faceted record in the commercial apartment market.
- Strong general management qualifications in strategic planning, project development, budgeting/finance, human resources, capital improvements and inventory control/materials management.
- Expertise in all areas of purchase and sale of multi-family properties including, but not limited to, working with lenders, appraisers, HUD, and other governmental bodies. Familiar with all aspects of 1031 Tax-Deferred Exchanges. Experience purchasing non-performing loans as a method of acquisition of property.
- Proven track record in managing multimillion-dollar properties: team building, leadership skills and motivating in order to attain objectives.
- Excellent interpersonal and communication skills, both written and oral (prepared/presented numerous presentations before city councils, federal agencies, partnerships, functional personnel).
- Innovative and creative combined with excellent analytical ability.

**HISTORY OF REAL ESTATE: Ownership, Management, Consulting and Sales**February 2011 to present – Managing Partner in GG&B Property Services

Gyler, Gyler & Barrad Property Services is involved in all aspects of management including property, leasing and marketing services, accounting, and preparation of operating expense budget, promotions and public relations. By providing such services GGB enables a Client to utilize his expertise and knowledge rather than burdening the client's internal resources. The use of property management services can represent a significant cost savings and result in improved performance of the property.

Primary responsibility is recruitment of Clients.

LEAD PROPERTY MANAGEMENT position is responsible for overall management of all the Client's properties. Position includes supervision and management of all property management employees including site personnel, property managers and maintenance personnel. Position includes representation for the Client and management of ongoing relations with housing regulatory agencies. Currently managing over 1400 units in nine apartment communities.

The position requires leadership and is intended to provide key elements to help the Client achieve success and growth. Key general duties for the position are as follows:

- Lead and manage a strong property management department.
- Establish a professionally trained and effective property management staff.
- Maintain positive relationships with regulatory agencies that enhance the Company reputation.
- Effectively manage properties to achieve maximum occupancy potential for their Owners.
- Maintain an effective contract and agency administration of HUD subsidy and other regulatory contracts and compliance requirements.
- Manage the long term financial performance of property assets to benefit the Company Owners.
- Manage capital improvement budgets and capital reserve to maintain property assets effectively.
- Identify asset needs and oversee the improvement process with periodic coordination with other management leaders.
- Enhance customer service through quality tenant relationships and Owner satisfaction.
- Identify growth opportunities and lead departments to achieve broader Owner goals.

November 2009- Consultant

Assessed two properties for acquisition by Newport Capital Advisors. Duties included an assessment of current management along with a management plan (including a marketing plan) for the future

March to November 2008 – Director at Churchill Capital

Duties included in house developing and referral of loans in the \$5,000,000 to \$800,000,000 range.

September 2007 to July 2011 – OAKMONT OF ALGIERS; New Orleans (Algiers), LA  
Managing Partner & Professional Manager

Purchased 336 apartment complex for \$14,800,000. The property was 50% leased at the time of purchase. The apartment community was partially renovated. Sold in 2011.

September 2006 to Present – PINES I ; Gretna, LA  
Managing Partner & Professional Manager

Created a joint venture with the existing owner (82 vacant and boarded units) for \$1,350,000. Total rehabilitation was \$3,300,000. Project completed in August 2007 with 100% occupancy.

February 2007 to Present – PINES II ; Gretna, LA  
Managing Partner & Professional Manager

Purchase 60 units (vacant and boarded) adjacent to the above referenced property for \$850,000. Rehabilitation costs were \$2,600,000. Pines II completed in December 2007.

The appraised value of the Pines I & II is \$10,750,000. The two apartment complexes are now operated and managed as an individual community.

March 2005 to July 2007 – DALI PLACE APARTMENTS; Baton Rouge, LA  
Managing Partner & Professional Manager

Purchased Dali Place Apartments (128 three bedroom units) by obtaining three notes in amount of \$932,000. (Total price including attorney fees for foreclosures was \$1,132,000.) Rehabilitation of the property began September 2005 (67% vacancy factor) with a finished cost of \$1,200,000 and was completed December 2005 (100% occupancy factor). Raised rents from \$400 per apartment to \$590 per unit. Sold in July 2007 for \$4,800,000.

September 2003 to Present – MONET MANOR APARTMENTS; Baton Rouge, LA  
Managing Partner & Professional Manager

Purchased Monet Manor (40 one and two bedroom units) for \$350,000. The property was vacant and had been 'boarded up' since March 2003. Rehabilitation began October 2003 with costs of \$601,000; completed July 2004. The finished appraised value is \$1,700,000.

May 2003 to Present – DEGAS MANOR APARTMENTS; Baton Rouge, LA  
Managing Partner & Professional Manager

Purchased Degas Manor (72 one and two bedroom units) for \$425,000. The property was vacant and had been 'boarded up' since May 2001. Rehabilitation began on June 18, 2003 with repair costs of \$1,280,000. Residents moved into Degas Manor on October 15, 2003. The finished appraised value is \$3,100,000. .

January 2003 to October 2006 \* CEZANNE SQUARE APARTMENTS; Baton Rouge, LA  
Managing Partner & Professional Manager

Purchased Cezanne Square (37 one bedroom units) for \$150,000 with 17 occupied units. (Partnership received as a portion of the purchase price \$125,000 insurance settlement for a fire on the property prior to B-G&G Investors ownership. Net purchase price \$25,000.) Total Rehabilitation/repair cost \$515,000. Sold property for \$975,000 in October 2006.

January 2003 to Present \* MONET PLACE; Baton Rouge, LA  
Managing Partner & Professional Manager

Purchased Monet Place (24 one bedroom units) for \$95,000 with three occupied units. Total Rehabilitation/repair cost was \$300,000. Completed rehabilitation and obtained a 100% occupancy rate in six (6) months. Sold in 2011 for \$550,000.

October 1996-May 1997 \* WESTDALE ASSEST MANAGEMENT, LTD.; Dallas, TX  
Owner's Agent – Contract Consultant

The property, Westdale Hills, was a 2139-unit apartment community. Responsibilities as outlined in the 6-month contract:

1. Complete rehabilitation of the property,
2. Act as the owner's agent to three (3) cities in order to obtain necessary permits and cities approvals to open a 9-hole golf course,
3. Solve and mediate operation and personnel issues/problems,
4. Raise market rents on the property, and
5. Negotiate cable television and telephone contracts.

Under my direction payroll costs were decreased while increasing the effectiveness of the leasing and maintenance staff. The 'street' rents were raised from \$0.46 to \$0.53 per square foot. Overall collections were increased by \$40,000 per month while the property's occupancy rate was maintained at 90%.

April 1996-October 1998 \* CLOVIS COURTYARD APARTMENTS; Clovis, CA  
Owner/Partner and Professional Manager

Purchased the 110-unit property in Clovis, California for \$2,125,000 as 1031 exchange for Mount Vernon Village Apartments in April 1996. Thirty-five percent (35%) of the original tenant base at the time of purchase were evicted for nonpayment of monthly rent. With 80% of the rehabilitation complete and the occupancy rate at 94%, the property was sold for \$2,225,000 when the investors decided to sell the property and pay the tax instead of recapitalize the Partnership.

September 1995- July 1998 \* QUAIL BROOK TOWNHOMES; Balch Springs, TX  
Owner/Partner and Professional Manager

Purchased the 208-unit town home complex for \$6,125,000 in August 1995 as a 1031 Exchange for Newport 1, 3 & 4. Repairs and rehabilitation to the property were completed to 100% out of cash flow. The property consistently maintained a 100% occupancy rate. The property was sold for \$6,600,000 when concerns arose over new construction in the Dallas market.

February 1994-May 1998 \* STRAWBERRY HILL APARTMENTS; Mesquite, TX

Owner/Partner and Professional Manager

Purchased the 80-unit property for \$1,487,500 as a 1031 Exchange for Newport Too. The complex was totally rehabilitated out of cash flow and at the time of sale maintained a 100% occupancy rate. The property was sold for \$2,125,000 when concerns arose over new construction in the Dallas market.

July 5-September 25, 1993 \* WESTDALE ASSET MANAGEMENT, LTD

Contract Consultant on month-to-month basis.

The property, Westdale Oaks (formerly Willowick), is located in the Greenville/University Park area of Dallas. The previous owner had estimated rehabilitation of the 476-unit property to cost \$2,000,000.

During my 120 day consulting period, I accomplished the following: 1) increased 'street' rents \$46,000/month, 2) increased collections \$25,000/month and 3) rehabilitated 90% of the property at a cost of only \$800,000.

Westdale opted out of the consulting contract in order to reduce their management cost.

1993-1995 \* NEWPORT IV APARTMENTS

Owner/Partner and Professional Manager

The seventy-two (72) unit property located in White Settlement, Texas was purchased for \$545,000 (CASH) in June 1993 from Amersco (as an agent of the RTC). A full rehabilitation of the complex was completed out of cash flow. Newport I, III & IV were sold to a single investor for \$2,125,000 in July 1995.

1992-1995 \* NEWPORT III APARTMENTS

Owner/Partner and Professional Manager

The property was purchased for \$350,000 (CASH) in October 1992 from AMERSCO. The 48-unit complex located in White Settlement, Texas was 60% vacant at the time of purchase. A full rehabilitation of the complex was completed including four (4) down units out of cash flow. Newport I, III & IV were sold to a single investor for \$2,125,000 in July 1995.

1991-1995 \* NEWPORT TOO APARTMENTS

Owner/Partner and Professional Manager

Purchased the property (Cambridge Fours) for \$685,000 (CASH) in October 1991 from Blue Bonnet Savings FSB. The 88-unit complex located in White Settlement, Texas was renamed Newport Too. Thirty-five (35) percent of the tenant base at the time of purchase was evicted. The property was rehabilitated including four (4) down units out of cash flow. Newport was sold to a single investor for \$1,125,000 in February 1994.

1991-1995 \* NEWPORT I APARTMENTS

Owner/Partner and Professional Manager

Purchased the property for \$300,000 (CASH) in March 1991 from California Federal Savings & Loan with 40% vacancy. In August 1991, the property reached 100% occupancy. The complex consisted of 48 units in White Settlement, Texas. Newport I, III & IV were sold to a single investor for \$2,125,000 in July 1995.

1987-1989 \* SANTA PAULA INVESTMENT GROUP

Owner/Partner and Professional Manager

October 1987 formed a limited partnership to purchase eleven (11) apartment units in two locations in Santa Paula, California at a cost of \$620,000. The properties were sold in 1989 for \$885,000.

1986-1987 \* ELIZABETH COURT

Developer

Developed a subdivision in Santa Paula, California for a total cost of \$1,886,400. The homes were sold in 1987 for \$2,616,000. Developed 24 zero-lot line and one detached homes.

1985-1989 \* DALE COURT APARTMENTS

Developer

Fully developed six (6) condominiums located in Santa Paula, California in 1985 for a total cost of \$380,000. The property sold in 1989 for \$675,000.

1981-1985 \* SQUIRES APARTMENTS

Owner and professional manager

Purchased the 52-unit property in Columbus, Ohio in 1981 for \$950,000. Sold the property in 1985 for \$1,450,000

1981-1984 \* BRAMBLEWOOD APARTMENTS

Owner and professional manager (2530 Clearance)

The property was purchased in 1981 for \$3,700,000 and assumed a 223F HUD loan and sold in 1984 for \$6,000,000.

The complex consisted of 252 units located in Columbus, Ohio. At the time of purchase, there were only 30 occupied apartments. In an effort to improve tenant base and provide safety for the residents, we were forced to evict 26 tenants. The cost of rehabilitation on the property was \$1,200,000. At the time of sale, the property had a 93% occupancy rate.

1979-1996 \* MOUNT VERNON VILLAGE APARTMENTS

Owner and professional manager 1979-1985 and 1994-1996.

Purchased in 1979 for \$2,300,000. The complex consisted of 124 units located in Lima, Ohio. Sold the property in 1996 for \$2,500,000. (The property was managed by Draper & Kramer from 1986 to 1993).

1979-1984 \* CASA LINDA APARTMENTS

Owner and professional manager

Purchased in 1979 for \$2,800,000. The complex consisted of 139 units located in Covina, CA. Sold in 1984 for \$5,000,000.

**COMMUNITY SERVICE & ACTIVISM** (Media articles available on request):

Actively 'lead the charge' to raise public and legislator awareness of pending property insurance crisis following Hurricanes Katrina and Rita through information to the print and broadcast media and direct contact with Louisiana State Leadership. Cooperated with Louisiana Insurance Commissioner James Donelan and U.S. Senator David Vitter to form State of Louisiana Investigative Committees to find a solution to the 'hurricane' insurance issue. (Crisis: Most insurance companies planned to 'pull out' of Louisiana on Dec. 31, 2006 because of losses from the hurricanes. Insurance companies continuing to operate in the state planned to raise their premium rates 400-675% and lower coverage for wind and hail insurance by 25-50%.)

Elected President (and instrumental in organizing) the Melrose East Community Association. The Melrose East Community Association is an organization that explores ways in which Residents, Businesses and Churches in the area have a say over the major decisions which affect their individual futures and the future of the community. The two-fold purpose of the organization is to deal with issues regarding the quality of life in Melrose East including crime and to unite the community through youth based functions such as sports and arts programs which give youth a creative outlet, teach team work and pride. June 2004 through 2009.

Presented at a Hurricane Katrina Survivor Panel sponsored by the NAACP regarding housing issues and the rebuilding of hurricane affected areas. October 2005

As President of the Melrose East Community Association (MECA), convinced Colonel Greg Phares, East Baton Rouge Parish Sheriff's Department (EBRPSD), to bring an effective, organized patrol to East Baton Rouge after a significant rise in crime in the area. The Baton Rouge Police department under the direction of Mayor Kip Holden had 'pulled out' the community officers who had been effectively 'fighting crime'. Crime was reduced drastically under Colonel Phares leadership and the EBRPSD. June 2005

Presented on Fair Housing Issues before the Louisiana NAACP State Convention. I was the first Caucasian to have the opportunity to speak at a NAACP State Convention. October 2004

Actively advocated and successfully accomplished HUD's withdrawal to sell 328 units known as Tall Timber to the East Baton Rouge Housing Authority (EBRHA) for \$175,000 after HUD foreclosed on a \$7 million dollar loan (a 98% loss to the federal taxpayers). The sale of the apartment complex to (EBRHA) would have increased the concentration of poverty in the Melrose East Subdivision to one of the highest in the State of Louisiana. The complex was sold to a private investor for \$4,350,000. February-July 2004

Accepted position as Special Advisor to the Louisiana National Association of Colored People (NAACP) on Housing from Dr. Ernest Johnson, President of the Louisiana NAACP and National NAACP Board of Directors. Primary duties include hurricane and rehabilitation issues since Katrina. In the capacity as special advisor, submitted written testimony for U.S. Congresswoman Maxine Waters hearing on New Orleans housing in August 2007. September 2005 through December 2007. (Resigned the position)