



NEWS RELEASE

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Flaherty & Collins Selects BSI as Realtor Partner for 210 Trade

Uptown Luxury Condominiums Available for Sale in Spring 2006

Charlotte, N.C., April 17, 2006 – Flaherty & Collins, one of the Midwest’s largest and most experienced developers, has selected Builder Services Inc. (BSI) to provide realtor services for their new high-rise luxury residence building, 210 Trade (www.210trade.com).

“We’ve been watching the uptown residential market evolve and once we were introduced to the dynamic duo of 210 Trade and the EpiCentre, we wanted to be involved. The folks from Flaherty & Collins are topnotch, the architectural design of the building is sleek and strong and their attention to detail makes the livability quotient soar.” said Maia Williams, president of BSI.

BSI agents will staff the 210 Trade sales center, which will open at 201 South College Street in May.

210 Trade will be a luxury, high-rise condominium tower at the corner of Trade and College streets on the site of the old Charlotte Convention Center. Located atop the planned EpiCentre entertainment complex and across from the forthcoming Ritz-Carlton, 210 Trade will serve as Charlotte’s urban high-rise resort.

Dramatic in design, 210 Trade will feature 417 residences comprised of one- and two-bedroom condominiums, ranging from 660 to 2,500 square feet of space, including multi-level units. Penthouse homes ranging from 2,500 to 6,500 square feet will grace the top floors of the building, offering dramatic views of the Queen City. Residences will range in price from the lower \$200’s to \$3 million plus.

Each condominium will be designed using features that epitomize sophisticated city living. Hardwood floors, stainless steel appliances, granite countertops, 10-foot

ceilings, floor-to-ceiling glass, oversized tubs and showers with stone or tile finishes, and gourmet island kitchens are among the many standard features offered.

The amenities offered within 210 Trade are unparalleled in Charlotte. Located on the club level, the formal resident lounge will feature a multimedia center, professional test kitchen, dining area and climate-controlled wine cellar. Also found on this level will be a two-story health & fitness center and aqua lounge which leads to a 19,000 square foot outdoor entertainment deck, featuring a resort style pool, yoga garden, putting green, and pet walk. Twenty-four hour concierge service and secured garage parking with valet service are also provided.

Residents will also enjoy their proximity to The EpiCentre, the nearly 300,000 square foot retail and entertainment district located on the plaza level of this development.

Construction on 210 Trade has already begun. The sales center is scheduled to open this May in the neighboring Charlotte Plaza building at 201 South College on the first floor. Ongoing project updates, as well as a construction Web cam can be found at www.210trade.com.

About Builder Services Inc. (BSI)

Builder Services Inc. (BSI), the new home subsidiary of the Allen Tate Company, has been providing real estate brokerage services for the Charlotte region's most prominent builders and developers since 1986. Further information is available at www.bsisold.com.

About Flaherty & Collins

Flaherty & Collins was founded in 1993 by David Flaherty and Jerry Collins. Based in Indianapolis, the company is an Accredited Management Organization (AMO) specializing in multi-family development, construction, property and asset management.

One of the Midwest's largest developers of multifamily properties, with communities in six states representing over 12,000 units, the Flaherty & Collins team is seasoned, experienced and represents some of the best and brightest real estate professionals in the business. Each property reflects outstanding design, craftsmanship and attention to detail. Further information is available at www.flahertycollins.com.