“There is an art to being a success in real estate development”

We couldn’t agree more.

With that in mind, we have chosen images by Frederic Remington to help us tell the Lancewood Corporation real estate story.

“...The West was opened by those who dared to explore and discover. Those who, with courage and vision, overcame adversity and challenges. Lancewood Corporation is a company that exhibits the characteristics of this great spirit of the Old West.

At Lancewood Corporation we have a long and storied history. A history of using our expertise to develop projects that have meaning. Our real estate developments are unique in character and performance because we make a practice of summoning the knowledge and experience gained over many years to find the right solution for specific office, retail, residential or land use needs.

On the cover: Calvary Charge on the Southern Plains c. 1907
When you choose a real estate environment in which to work or live, you want a developer who is behind you all the way, not one who is only simulating a developer.

With thoughtful attention to creating successful, attractive, and high-quality projects, Lancewood has earned its reputation as a leader in the industry. A reputation that others want to emulate.

Associated with several developments of national reputation, Lancewood Corporation's proven business philosophy and unique approach allows for responding to constantly changing times and market conditions.
LANCEWOOD CORPORATION

PARTICIPATES IN COMMERCIAL AND
RESIDENTIAL REAL ESTATE MARKETS AS
OWNER, DEVELOPER, MANAGER, AND
MARKETING AGENT. WE KEEP A KEEN EYE
OUT FOR A SUCCESSFUL VENTURE. OUR
STRATEGIC SELECTION PROCESS ALSO
INCLUDES CAREFUL CONSIDERATION OF
JOINT VENTURE PARTNERS AND TO THE

FORMATION OF STRONG ALLIANCES WHEN
ACQUIRING EXISTING PROPERTIES,
COMPLETING NEW DEVELOPMENTS AND
PROVIDING SERVICES IN SELECT REAL
ESTATE MARKETS.
The principals of Lancewood Corporation have worked hard to establish their reputation as efficient performers. These individuals who have been active in the commercial real estate industry since the early 1960’s, are proud of their western heritage and their development history. They diligently defend their reputation by continuing to develop high-quality properties that always hold to Lancewood’s highest standards.

Lancewood Corporation has significant North American experience, specifically including properties located in Southern California, Texas, Colorado, and Northern Virginia. From its home office in Glenwood Springs, Colorado, the company is now focusing its broad-based experience on the Western United States. Here, Lancewood Corporation will continue to grow as an industry leader.
Building with a well known respect for local cultures, the surrounding environment and the heritage established by those who traveled before them.

Our hearts are in the West and in every property we develop.

Matthew W. Starr

Matthew W. Starr joined The Starr Companies in April 1995. Matt was born in Houston, Texas and grew up in a very successful, family owned real estate business. He brings a lifetime of broad exposure in the real estate field to the group of companies and strengthens the firm’s insight into the owner’s challenging role in the real estate industry. Through Matt’s association with prominent national firms such as Latigo Corporation, The Miner-Dederick Companies, Pizzuti Realty, Inc. and Starr affiliates, he has developed expertise in development, management, marketing, and construction of Class “A” commercial and residential properties.

Matt owns Lancewood Corporation and serves as its President. He has been involved in the development of approximately 3.5 million square feet of office complexes, residential and retail facilities located in Texas, Northern Virginia, Central Florida and Southern California valued in excess of $320 million. His depth of experience gives Lancewood an in-house capability to select the highest and best properties, project and evaluate development costs, market feasibility studies, and income/expense analyses involving commercial and residential property developments, investments, and acquisitions. Matt has also brought a strong background in information technology to the office. He received his Bachelor of Science degree with majors in economics and physics from Vanderbilt University in the spring of 1991.
E. Wayne Starr

E. Wayne Starr is involved full time in the investment building and real estate services business through his roles in the Starr Companies, which participate in commercial and residential real estate properties as owner, developer, marketing agent and manager. The Starr real estate properties include office buildings, office/warehouse facilities, shopping centers, medical facilities and multifamily housing developments. The companies do not generally speculate in raw land investments and hold only sufficient additional land to secure their own market position in specific development areas. The primary goals of the companies are to create or acquire quality real estate developments for long-term ownership and management, and to provide a variety of real estate services.

Wayne serves as Lancewood’s vice president, and his commercial real estate experience portfolio incorporates approximately eight (8) million square feet, including approximately six (6) million square feet of developed/redeveloped properties. His primary real estate experience over the past forty-four (44) years involves over fifty (50) suburban and central business district properties located in Texas, California, Colorado and Virginia.

Lancewood’s combined experience portfolio spans 44 years, and incorporates strong and diversified commercial real estate properties valued in excess of $1.3 billion.

The participation by Lancewood’s officers in ownership, development, management and effective disposition of premier properties located in major cities and communities across the United States, provides an underpinning of strength for the company.
San Felipe Green
Prosperous living environment
48 acres Magic Circle area
Houston, Texas
Development, Management & Marketing

The St. James
Luxury high-rise condominium complex
27 stories - 162 units - 550,000 square feet
Houston, Texas
Development, Management & Marketing

Del Oro Office Complex - Phase I
General office building
6 stories - 16 acres - 97,800 square feet
Houston, Texas
Development, Management & Marketing

SGF Medical Building
Medical office building
96,700 square feet
Houston, Texas
Development, Management & Marketing

Inwood Forest Shopping Center
Neighborhood center
70,500 square feet
Houston, Texas
Development, Management & Marketing

Rayford Square Shopping Center
Neighborhood Center
37,500 square feet
Houston, Texas
Development, Management & Marketing

Kirkwood Plaza Shopping Center
Neighborhood center
45,000 square feet
Houston, Texas
Development, Management & Marketing

Cherry Chase Apartments - Phase I
Garden Apartment Complex
180 units - 181,000 square feet
Houston, Texas
Development, Management & Marketing

Cherry Chase Apartments - Phase II
Garden apartment complex
140 units - 180,000 square feet
Austin, Texas
Development, Management & Marketing

Cherry Chase II
General office building
5 stories - 67,800 square feet
Austin, Texas
Development & Management

Ardenmore Warehouse
Office / warehouse complex
30,600 square feet
Houston, Texas
Development & Management

Oak Hills Tower
Medical & professional building
6 stories - 14.5 acres - 96,700 square feet
San Antonio, Texas
Development, Management & Marketing

Wall Towers Complex
General office complex - three buildings
6 & 12 stories - 245,000 square feet
Midland, Texas
Management & Marketing

Gibralter Savings Center
General office building
15 stories - 196,000 square feet
Midland, Texas
Development & Marketing

San Felipe Tower
General office building
20 stories - 440,000 square feet
Houston, Texas
Pre-Development & Marketing

Century Warehouse
Office / warehouse building
45,000 square feet
Houston, Texas
Ownership, Management & Marketing

Atlantic Mills Center
Discount center building
70,000 square feet
San Antonio, Texas
Management & Marketing

Cashel Forest Townhouses
Townhome complex
32 units - 62,000 square feet
Houston, Texas
Management & Marketing

Alvert Pick Motor Hotel
Motor hotel
150 rooms
San Antonio, Texas
Management of the Lease

Storm King Ranch
Guest ranch
550 acres
Glenwood Springs, Colorado
Management

610 / Main Limited
Prime commercial property
95 acres on Loop 610 South
Houston, Texas
Master-Planning, Management & Marketing

Tennessee Building
General office building
32 stories - 1,050,000 square feet
Houston, Texas
Electrical Maintenance Responsibilities

Chamber of Commerce Building
General office building
25 stories - 500,000 square feet
Houston, Texas
Electrical Maintenance Responsibilities

Occidental Petroleum Corp. Buildings
General office complex - two building
2 & 3 stories - 110,000 square feet
Houston, Texas
Management (single tenant use)

One Northwind Plaza
General office building
8 stories - 145,000 square feet
Houston, Texas
Ownership, Development, Management & Marketing

Republic Towers
CBD office complex - three towers
50,35 & 8 stories - 1,874,000 square feet
Dallas, Texas
Ownership, Re-Development, Management & Marketing

LANCEWOOD CORPORATION • COMBINED EXPERIENCE PORTFOLIO (continued)

Lancewood Corporation’s Combined Experience Portfolio reflects a solid history of performance by Lancewood’s officers as an owner, developer, manager and marketing agent, incorporating involvement in nationally located properties totaling in excess of 8,000,000 square feet of improvements.

One Hickory Centre at Mercer Crossing
Americas Realty Trust, Inc.
General office building
6 stories - 102,615 square feet
Farmers Branch, Texas
Master Planning & Development

Two Hickory Centre at Mercer Crossing
Americas Realty Trust, Inc.
General office building
4 stories - 102,615 square feet
Farmers Branch, Texas
Master Planning & Development

Three Hickory Centre at Mercer Crossing
Income Opportunity Trust, Inc.
General office building
4 stories - 102,615 square feet
Farmers Branch, Texas
Master Planning & Development

Four Hickory Centre at Mercer Crossing
Americas Realty Trust, Inc.
General office building
8 stories - 206,412 square feet
Farmers Branch, Texas
Master Planning & Development

Wonder Palms Development
Americas Realty Investors, Inc.
Commercial land development
400 acres
Palm Desert, California
Master Planning & Land Development

 Starr Reserve at Smuggler Mountain
High-end single family residential development
130 acres, 28 estate lots
Aspen, Colorado
Ownership, Master Planning

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