

THE ART OF REAL ESTATE DEVELOPMENT



LANCEWOOD
CORPORATION

“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.

On the cover:
Calvary Charge on the Southern Plains
c. 1907

“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



The Scout
c. 1900

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.



Four Hickory Centre
Dallas, Texas



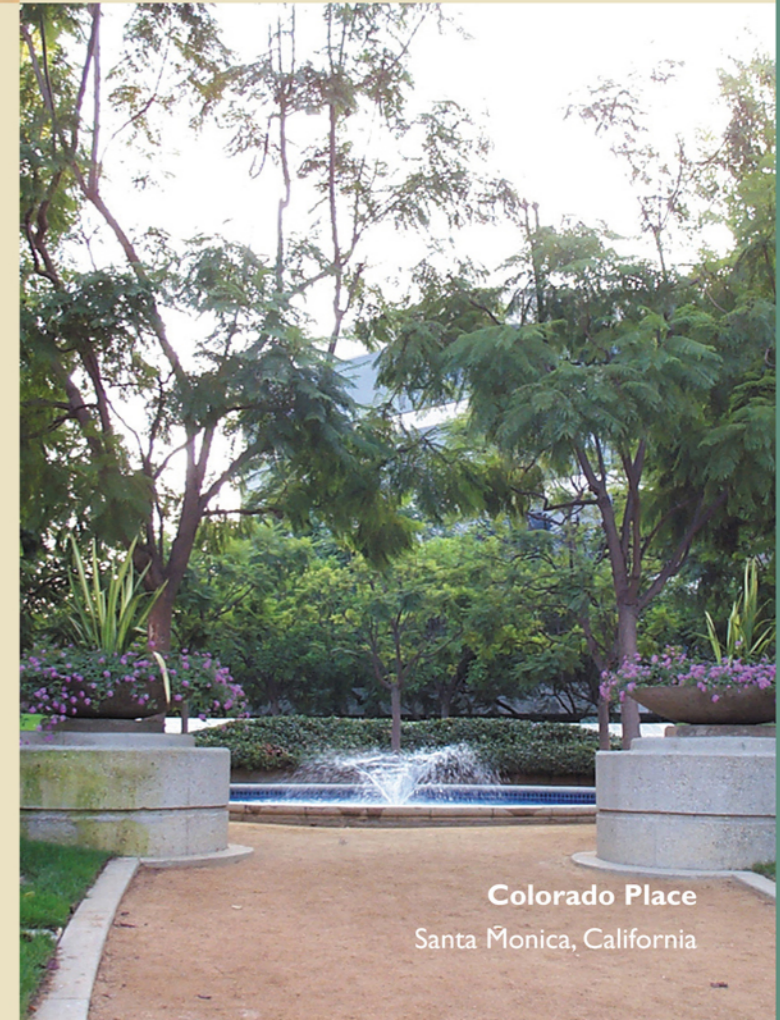
Indians Simulating Buffalo
c. 1908

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.



Colorado Place
Santa Monica, California

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



The Lookout
c. 1887

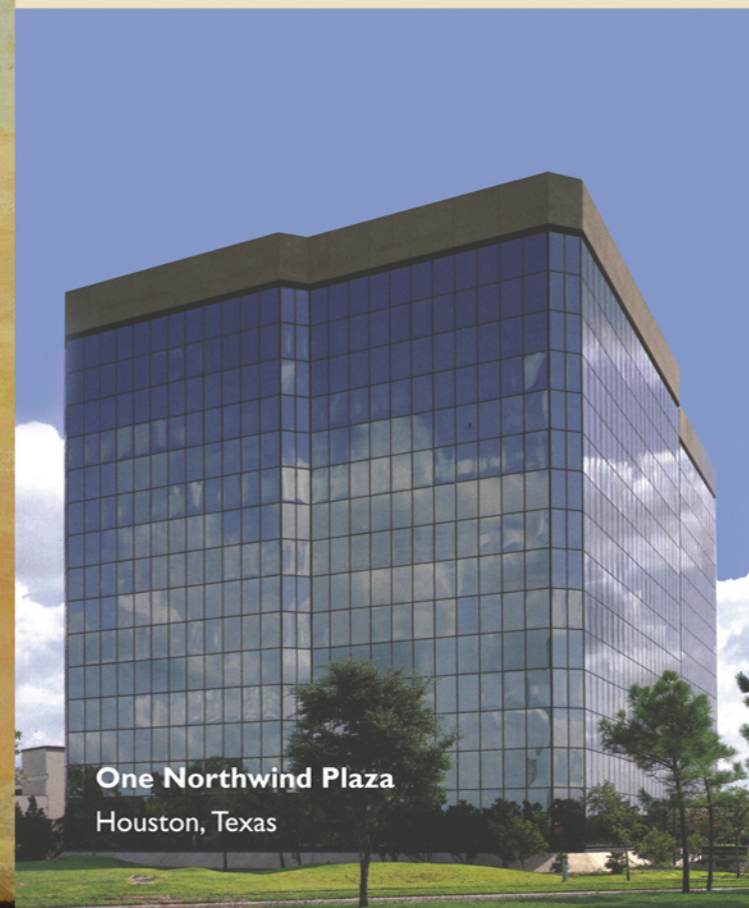
FORMATION OF STRONG ALLIANCES WHEN

AQUIRING EXISTING PROPERTIES,

COMPLETING NEW DEVELOPMENTS AND

PROVIDING SERVICES IN SELECT REAL

ESTATE MARKETS.

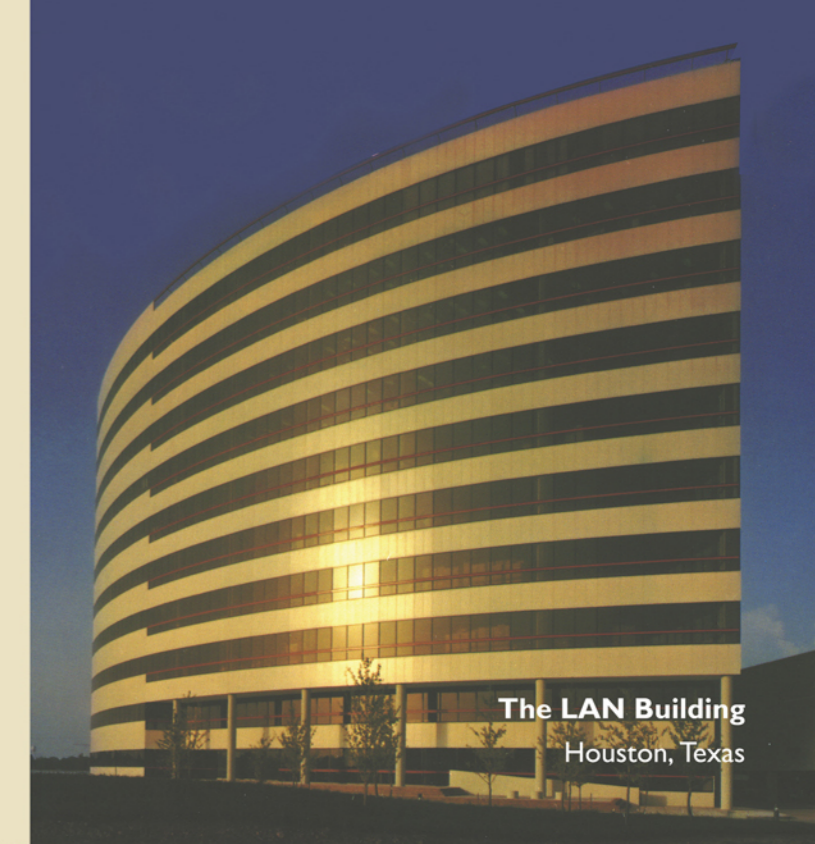


One Northwind Plaza
Houston, Texas

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.



Fight for the Waterhole
c. 1903

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.



Old Stage Coach of the Plains
c. 1901

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.

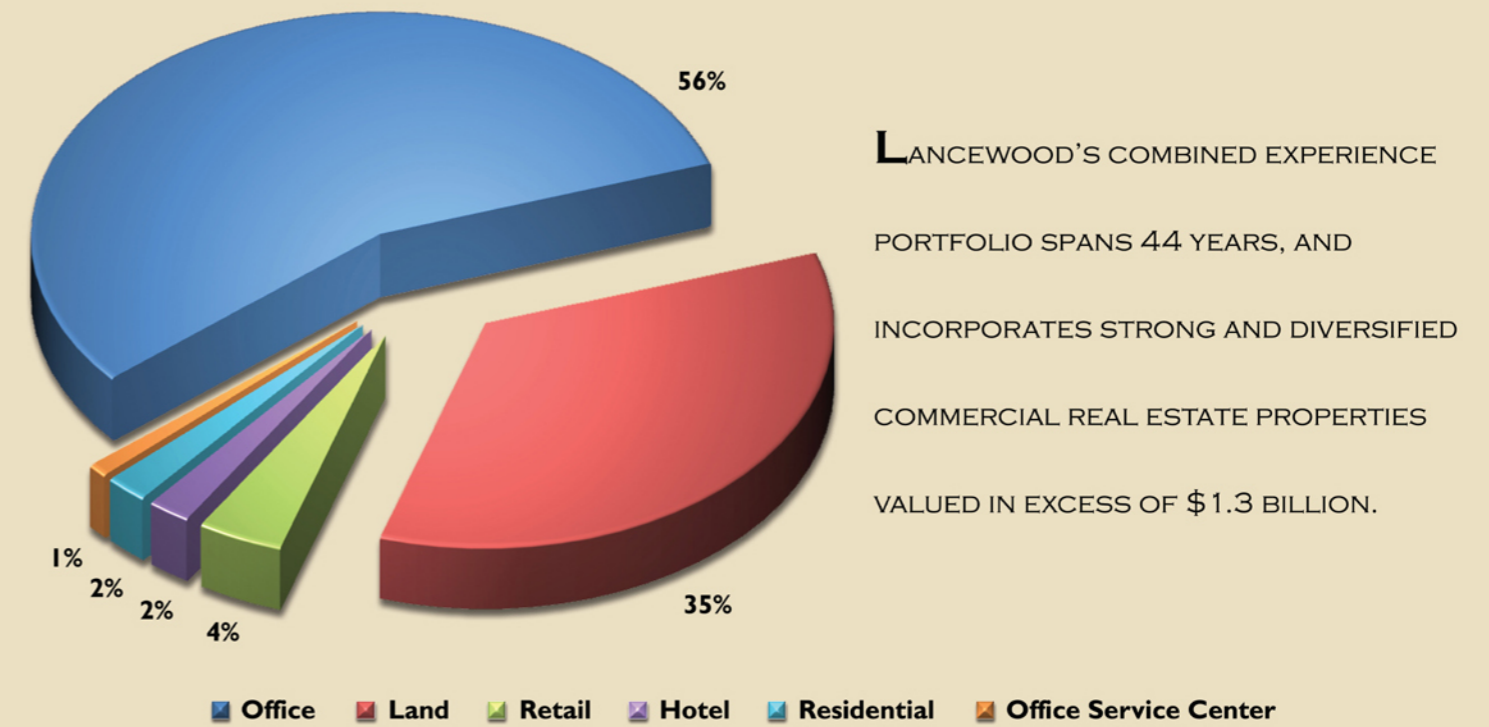


Steeplechase
Sterling, Virginia

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 MULTI-FAMILY 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.



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

Prestigious office & living environment
48 acres Magic Circle area
Houston, Texas
Master Planning, Development & 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 - 14 acres - 97,800 square feet
Houston, Texas
Development, Management & Marketing

1800 St. James Place

General office building
6 stories - 97,800 square feet
Houston, Texas
Management & Marketing

1900 St. James

General office building
8 stories - 142,100 square feet
Houston, Texas
Development, Management & Marketing

Del Monte Tower

General office building
12 stories - 356,500 square feet
Houston, Texas
Development, Management & Marketing

1776 Yorktown

General office building
8 stories - 176,633 square feet
Houston, Texas
Development, Management & Marketing

North Loop Office Park - Phase I

General office complex - seven buildings
2 & 4 stories - 13 acres - 226,400 square feet
Houston, Texas
Recipient of five national design & ecology awards.
Master Planning, Development, Management & Marketing

North Loop Office Park - Phase II

General office complex - two buildings
4 stories each - 13 acres - 129,000 square feet
Houston, Texas
Master Planning, Development, Management & Marketing

Brittany Place Apartments

Garden apartment complex
180 units - 173,000 square feet
Houston, Texas
Management & Marketing

Cypress Village Shopping Center

Neighborhood center
95,500 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
57,500 square feet
Houston, Texas
Development, Management & Marketing

Kirkwood Plaza Shopping Center

Neighborhood center
40,500 square feet
Houston, Texas
Development, Management & Marketing

Chevy Chase Apartments - Phase I

Garden Apartment Complex
180 units - 181,000 square feet
Austin, Texas
Management & Marketing

Chevy Chase Apartments - Phase II

Garden apartment complex
140 units - 130,000 square feet
Austin, Texas
Development, Management & Marketing

Chevy Chase II

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

Ardmore 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, 9 & 12 stories - 249,000 square feet
Midland, Texas
Management & Marketing

Gibraltar 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

Albert 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

Tenneco Building

General office building
32 stories - 1,000,000 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

Pinemont Professional Center

General office building
2 stories - 20,000 square feet
Houston, Texas
Ownership, Development, Management & Marketing

LAN Building

General office building
10 stories - 200,000 square feet
Houston, Texas
Ownership, Development, Management & Marketing

Pineborough Shopping Center

Shopping center
130,000 square feet
Livingston, Texas
Ownership, Development, Management & Marketing

1811 Bering Street Building

General office building
4 stories - 80,000 square feet
Houston, Texas
Management & Marketing

7700 San Felipe Building

General office building
5 stories - 102,000 square feet
Houston, Texas
Management & Marketing

Colorado Place - Phase II

General office complex - two buildings
5 & 6 stories - 312,000 square feet
Santa Monica, California
Master Planning & Development

100 Wilshire Boulevard

Landmark building on California's coastline
21 stories - 251,000 square feet
Santa Monica, California
Planning & Rehabilitation

Republic Towers

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

Western Hemisphere Operations

Headquarters - ABB Vetco Gray, Inc.
General office building
2 stories - 51,000 square feet
Houston, Texas
Master Planning, Development

Corporate Center at Steeplechase

Prestigious office complex
190 acres
Loudoun County, Virginia
Master Planning, Development & Marketing

One Steeplechase

General office building
5 stories - 105,260 square feet
Loudoun County, Virginia
Ownership, Development, Management & Marketing

Plano Outlet Mall

Discount outlet center
240,000 square feet
Plano, Texas
Ownership, Re-Development,
Management & Marketing

The Great American Bazaar

Shopping center
165,000 square feet
Orlando, Florida
Planning & Rehabilitation

One Hickory Centre at Mercer Crossing

American Realty Trust, Inc.
General office building
4 stories – 102,615 square feet
Farmers Branch, Texas
Master Planning & Development

Two Hickory Centre at Mercer Crossing

American 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

Four Hickory Centre at Mercer Crossing

American Realty Trust, Inc.
General office building
8 stories – 250,412 square feet
Farmers Branch, Texas
Master Planning & Development

Wonder Palms Development

American 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

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.



LANCEWOOD
CORPORATION

FOR MORE INFORMATION
CALL 970-379-5074