



Media Release

For Immediate Release

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Vice President Named at Brokerage Firm

John H. Gilliland, CEO of The Investment Real Estate Group of Companies, announced the appointment of John E. Barry to the position of Vice President for the self storage brokerage firm.

Barry will be responsible for overseeing the daily operations of the self storage brokerage business, including property sales, due diligence, financial analysis, and feasibility studies.

As part of Barry's promotion, he became a member of the Executive Committee for The Investment Real Estate Group of Companies. "I look forward to having John's advice and counsel in the coming years to help with the growth of the brokerage business and expansion of the firm," replied John Gilliland.

Barry joined Investment Real Estate in January 2007 and became a top producer in 2008 with \$24 million in closed transactions, in one of the most challenging markets for self storage real estate transactions in recent memory. Previous to employment with IRE, he was in the financial services industry for over nineteen years. For ten years as a bond trader and underwriter, he was involved in over \$7 billion of municipal bond issues and served as manager of the municipal bond department of a regional brokerage firm. Most recently, as executive vice president and senior portfolio manager with a Pennsylvania money management firm, he was responsible for over \$1 billion in assets under management and led a team of portfolio managers and brokers.

Barry is a member of the Board of Directors of the Pennsylvania Self Storage Association and has been a self storage owner since 1997. A graduate of James Madison University, Harrisonburg, VA, Barry earned a Bachelor's degree in Finance and Real Estate.

Investment Real Estate, LLC, provides self storage brokerage, construction, and management services to owners and investors in the Mid-Atlantic and Northeastern United States. Visit www.irellc.com for more information.

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