

FOR IMMEDIATE RELEASE

Investment Real Estate, LLC Hires George Hatchard as Brokerage Advisor



York, PA - February 2, 2017 Investment Real Estate, LLC (IRE) announces the hiring of George Hatchard as Brokerage Advisor. George is responsible for self storage brokerage activity including listings, sales, buyer representation, due diligence, financial analysis and feasibility studies for properties located throughout the Mid-Atlantic Region.

ABOUT GEORGE HATCHARD

George spent the previous 28 years in the construction equipment industry, the last 23 as Corporate Accounts Manager with Cleveland Brothers Equipment Company in Harrisburg, PA. George was responsible for the sale and rental of Caterpillar Equipment to the company's largest National Accounts. In this role, George managed sales and rental revenue in excess of \$50 million per year. He also actively participated on many 'Dealer Advisory Boards' at Caterpillar. George holds a Bachelor of Science Degree from Indiana University of Pennsylvania in Business Administration – Marketing.

When asked about his new position with Investment Real Estate, George said, "I have known John Gilliland, President and CEO of IRE, for more than 10 years and have always admired the way he and his company did things the right way! I have always been interested in commercial real estate. My family owned a self storage facility in the 1980s, so when the opportunity presented itself to become a member of the IRE team and the self storage community, it was a natural fit; something I was very excited to undertake."

Kevin Bledsoe, Vice President of Brokerage, talks about George's hiring, "George's experience with customer relationships and handling large capital purchases blends nicely into the self storage industry. He has impressive knowledge of financing and the tax effect of those transactions, which gives him a head start on day one. His professionalism and enthusiasm will be welcomed by our clients and we couldn't be happier having him on our team."

ABOUT INVESTMENT REAL ESTATE, LLC

Since our inception in 1998, Investment Real Estate, LLC has specialized solely in the self storage industry, including Brokerage, Construction, Management and Development. We travel thousands of miles each year, meeting and getting to know clients in the markets we serve, networking at various industry associations and functions, while developing our reputation as the go-to source for information in the self storage industry. We are the #1 Broker of Self Storage in the Mid-Atlantic and Northeast States.

For more information, please visit www.irellc.com.

CONTACT

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