

# Commercial

## Local commercial Realtors honored for 2004 sales

By EVAN LOCKRIDGE  
*Special assignments writer*

The area's top commercial real estate professionals were honored for their work in 2004 in a luncheon at Harbert Center Thursday.

The first place winner in the development division was Mike Graham, Graham & Company, with \$19 million in sales. John Lauriello, Southpace Properties, took the second place honor with \$5 million in sales. Ingram Tynes, Tynes Development, took third place with \$4 million in sales.

In the investment division, Jack Fiorella III, Equity Resources, received the top award for \$171 mil-

lion in sales. Taking second place was Ingram Tynes, Tynes Development, with \$58 million in sales. Eric Cooper, Southpace Properties, received the third place honor with \$13 million in sales. Six other people were honored in this category, with individual sales ranging from \$3 million to \$7 million.

West Harris, Taylor & Mathis, received the top award in the sales and leasing division with \$81 million in sales, followed by Sonny Culp, Graham & Company, with \$58 million in sales. Robert Simon, Corporate Realty Associates, had the third highest sales in this division with \$54 million.

*Please see Commercial on Page 25*

## Commercial: Lunch held Thursday

*Continued from Page 22*

Five people were inducted into the 2004 Commercial Sales Achievement club for sales of between \$1.5 million and \$2.99 million.

They are: Barney Cook, Lawrence Arendall Humphries; Felix Drennen, Lawrence Arendall Humphries; Debbie Seale, RealtySouth-Shelby; Bill Warren, Lawrence Arendall Humphries, and Judy White,

Corporate Realty Associates.

The Rookie of the Year award went to Jonathan Lindsey, Lawrence Arendall Humphries, for \$5 million in sales last year.

The luncheon was hosted by the Birmingham Association of Realtors and sponsored by Wachovia and *The Birmingham News/The Birmingham Post-Herald*.

