

The key to our success is our people. Our team pulls from their years of experience to build lasting client relationships and find new and effective ways to meet all your needs.

### Bill Schoettelkotte

Development Services

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**Mr. Schoettelkotte** joined the Development Services Division of Cape Fear Commercial in July 2010. Immediately proceeding joining the company, Bill was Vice President of Development for St. James Plantation, a 6000 acre master-planned community in Southport, NC. In his role at St. James, he oversaw multi and single family development as well as serving on the Board of several property owners associations and the construction of clubhouses and other amenities for the developer owned clubs. Bill continues to provide services to St. James on a consulting basis.

Prior to St. James, Bill spent 17 years developing and constructing several thousand apartments and condominiums for Post Properties and Oxford Properties in Atlanta, Charlotte, Nashville and Southeastern Virginia.

A native of Atlanta, Bill received a B.S. in Business Administration at Washington & Lee University. He has passed the General Contractor licensing exams in North Carolina, Virginia and Tennessee and acted as qualifier for his previous employers in those states. He resides in Wilmington with his wife, Sissy and three children.

### Will Purvis

Managing Director – Equity Capital Management

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Prior to joining Cape Fear, **Mr. Purvis** was a banker with Grandbridge Real Estate Capital, a subsidiary of BB&T. Mr. Purvis focused on commercial production for the Eastern, Northeast and Triangle region of the bank's network. He was responsible for leading a team through lending process including origination, underwriting, and processing with a strong focus on due diligence and asset quality. He has structured preferred equity and note sales creating value for his clients in the process. Mr. Purvis has completed complex transactions, in both acquisition and refinance of multiple property types including industrial, office, medical, multifamily, hospitality, and retail properties throughout the country.

A native of eastern North Carolina, Mr. Purvis received a B.S. in Business Management from North Carolina State University and a Master of Business Administration from Wake Forest University. He is a founding committee member of the Raleigh International Council of Shopping Centers (ICSC) Next Generation program and also serves on the Triangle Urban Land Institute (ULI) Membership Committee and is a Graduate of the ULI Partnership Forum. Mr. Purvis also serves on the N.C. Museum of History Associates Steering Committee. He resides in Wilmington with his wife, Jenny.

**Brian C. Eckel**

Partner

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**Brian Eckel**, co-founder of Cape Fear Commercial oversees the firm's strategic planning to provide their clients with a sophisticated arsenal of services. He has extensive experience specializing in Corporate Advisory Services and strategic real estate planning. Mr. Eckel's understanding of complex real estate and development transactions allows him to provide an invaluable perspective to his clients.

Prior to co-founding Cape Fear Commercial, Mr. Eckel was Vice President of Ackerman & Co. based in Atlanta, Georgia where he specialized in representing Fortune 500 companies as well as emerging growth technology organizations in the acquisition and disposition of their real estate requirements on a national and local basis. He began his career in the brokerage department of Edens and Avant, a full service commercial real estate firm in Columbia, South Carolina.

A graduate of The University of South Carolina, Mr. Eckel adds significant value to clients by understanding all aspects of estate negotiations that have balance sheet implications and impact the bottom line. Mr. Eckel has represented companies such as First Data Corp., CIGNA, and GE Capital.

A native of Wilmington, North Carolina, Mr. Eckel has successfully negotiated over 300 transactions. He prides himself on the highest level of integrity and his personal style of professional services he offers his clients. He also volunteers his time in various charity organizations throughout the Wilmington community and serves as the Co-Chairman of the Economic Development Board and as a Board of Director for Wilmington Downtown, Inc., was appointed by the New Hanover County Commissioners to the Zoning Board of Adjustment, was a Founding Member of Coastal Carolina Tomorrow, Inc. and currently serves as Vice President - Treasurer. Mr. Eckel also serves on the land acquisition committee of the Coastal Land Trust. He lives in Wilmington with his wife, Carroll, and children, Julia, Madeline, Web, and Lucy.

**Vin Wells**

Partner

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**Vin Wells**, co-founder of Cape Fear Commercial, brings a result oriented mindset with a primary focus on service to the company. His broad-based knowledge of the real estate industry, combined with his goal-directed, analytical and organizational skills, add significant value to his clients.

Prior to co-founding Cape Fear Commercial, Mr. Wells developed a formidable brokerage practice as a Leasing Representative with Highwoods Properties, a publicly traded real estate investment trust that owns over 45 million square feet throughout the country. Mr. Wells was responsible for leasing and marketing a combined portfolio of 13.4 million square feet, consisting of office, warehouse, industrial, and flex space in Tampa, Florida and Greensboro, North Carolina.

In addition to leasing, marketing and managing Tenant and Landlord relations, Mr. Wells developed budgets, created spreadsheet analysis for property performance and coordinated tenant construction buildouts. His array of expertise brings the true meaning of "Full Service" Real Estate to Cape Fear Commercial.

A native of Wilmington, North Carolina, Mr. Wells received a Business Administration degree from the University of North Carolina at Chapel Hill. He currently serves on the Board of Directors for the Historic Wilmington Foundation, The Cape Fear Council Boy Scouts of America, and the Commercial, Industrial and Investment Division of the Wilmington Regional Association of Realtors. Mr. Wells resides in Wilmington with his wife, Elizabeth and daughter, Lulu.