

# CORPORATE OVERVIEW

## OVERVIEW

Transwestern is a national, privately-held operating company specializing in commercial real estate services, investment and development. The firm's fully integrated approach delivers value to owners, investors and users of commercial real estate through innovation, penetrating market intelligence and legendary service delivered by teams of local experts. Transwestern has product specialties in office, industrial, retail, multifamily and healthcare and is an industry leader in sustainability solutions and in market research through its affiliate, Delta Associates.

## SERVICE LINES

### AGENCY LEASING

Combining a powerfully integrated suite of brokerage resources, market intelligence and a superior process, our specialists exceed performance expectations by remaining focused on enhancing value over the life of a project. Transwestern is an industry-leading resource providing owners and investors with comprehensive leasing and targeted marketing strategies. Our time-tested approach to tenant prospecting, financial modeling and lease negotiation has earned Transwestern a reputation as one of the best project representation firms in the country.

### INVESTMENT SERVICES

Building on experience in capital markets and a commitment to diligent performance, Transwestern's Investment Services Group (ISG) works to maximize asset value for our clients. Transwestern's ISG integrates superior local and regional market knowledge, skilled property analysis and financial modeling with proven asset-specific marketing strategies. We apply this strategic approach and an energetic entrepreneurial spirit to both portfolio investments and individual transactions — transforming assets into opportunities.

### PROPERTY & FACILITY MANAGEMENT

Asset owners seeking operational excellence that impacts the bottom line look to Transwestern, the nation's strongest resource for property and facility management. Through key benchmarking tools, comparative analysis and closely monitoring building operating expenses, we add quantifiable value to client assets. Transwestern has been recognized with numerous ENERGY STAR<sup>®</sup> awards by the Environmental Protection Agency (EPA) for reducing building energy consumption through no- and low-cost operational strategies.

### TENANT ADVISORY SERVICES

Nationally integrated resources and local market expertise allow our Tenant Advisory Services (TAS) team to develop comprehensive workplace strategies. As advocates for our clients, we place their business needs above all other factors. Aligning real estate strategies with business goals and objectives, we drive results through cost containment, space efficiency, time savings and sustainable work environments. With each assignment, Transwestern applies a proven TAS process that ensures the best possible outcome for our clients' real estate needs.

### DEVELOPMENT

Successful development practices are built from a clear understanding of local supply-and-demand dynamics, the expertise to drive the local entitlement process to successfully manage construction and execute marketing and leasing strategies. Transwestern's ability to combine a powerful national presence with proven local market teams ensures well-conceived projects that deliver on time and on budget. True project engagement and alignment of interests are ensured by direct company and local market ownership. Transwestern's full-service capabilities, strong local presence, commitment to legendary service and project alignment allow us to uncover opportunities, capitalize on trends and deliver uncommon results.

### RESEARCH

For more than 30 years, Transwestern's research firm, Delta Associates, has provided expert research, advisory and valuation services to the commercial real estate industry. Complimenting Delta's innovative market-leading research, Transwestern's in-house research staff also provides research and analysis in many markets throughout the country.





## SPECIALTY PRACTICE GROUPS

- Biotech
- Call Centers
- Data Centers
- Education
- Government Advisory
- Healthcare
- Law Firms
- Multifamily
- Non-Profit
- Retail
- Retail Advisory
- Structured Finance
- Troubled Asset

## 2012 FIRST QUARTER STATISTICS

**LEASING SERVICES (Tenant Advisory & Agency Leasing):**  
1,076 transactions representing 10 million square feet and an approximate dollar amount of \$756 million.

**AGENCY (LANDLORD) LEASING SERVICES ONLY:**  
476 projects, totaling approximately 66 million square feet.  
68% office  
16% industrial  
11% retail  
5% healthcare

**MANAGEMENT & FACILITY MANAGEMENT SERVICES:**  
774 projects, totaling 193 million square feet  
58% office  
38% industrial  
2% retail  
2% healthcare

**INVESTMENT SALES & STRUCTURED FINANCE:**  
Completed 40 investment sales and finance transactions totaling approximately \$556 million.

**DEVELOPMENT:**  
Six active projects in 2012.

## REPRESENTATIVE CLIENTS

 **AEW Capital Management**

**CORNERSTONE**   
*Real Estate Advisers, Inc.*

 

 **CLARION PARTNERS**



**KBS** Realty Advisors







  
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