

# INVESTMENT SERVICES

## OVERVIEW

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. Combining deep insight into real estate capital markets with a regional, national and international database of qualified investors and capital sources, we drive value for client investments. We apply this strategic approach and an energetic entrepreneurial spirit to both portfolio investments and individual transactions — transforming assets into opportunities.

## CORE ACTIVITIES

### ASSET SALES

- Single-asset disposition
- Portfolio disposition
- Acquisitions
- Joint ventures
- Auctions
- Sealed bids
- Site selection
- Assemblages
- Ground leases

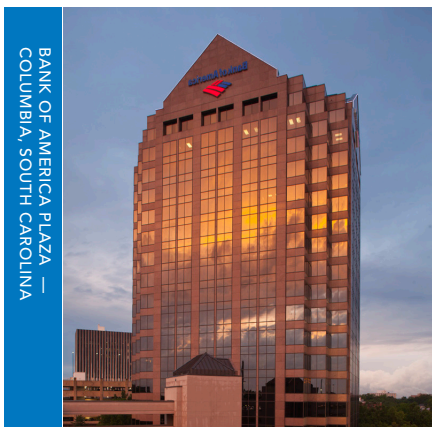
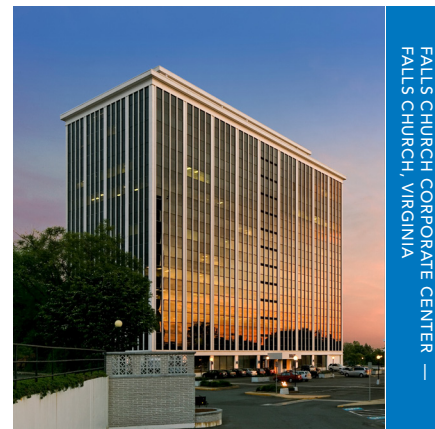
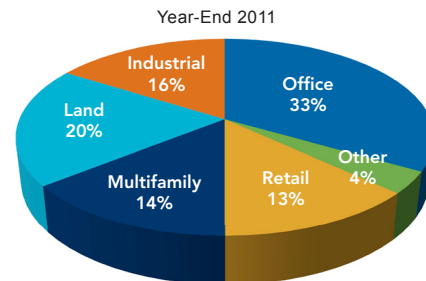
### STRUCTURED FINANCE

- Permanent loans
- Construction loans
- Mezzanine loans
- Bridge loans
- Equity placement
- Preferred equity
- Joint ventures
- Forward commitments
- Standby agreements

### FINANCIAL ADVISORY

- Loan workouts
- Loan sales
- Acquisition strategies
- Recapitalization strategies
- Market valuations

## SALES TRANSACTIONS BY PRODUCT TYPE



## CORPORATE REAL ESTATE FINANCE

- Sale-leasebacks
- Synthetic leases
- Credit-backed financing

## PRODUCT EXPERIENCE

- Office
- Multifamily
- Industrial
- Retail
- Hotel & leisure
- Healthcare
- Land
- Mortgages
- CMBS
- Corporate real estate
- Partnership interests
- Equity investments



SCOTTSDALE GATEWAY —  
TEMPE, ARIZONA



INTECH I, II AND III —  
INDIANAPOLIS, INDIANA



SATSUMA DISTRIBUTION CENTER —  
HOUSTON, TEXAS

**PARTIAL CLIENT LIST**

- AEW Capital Management
- AIMCO
- Alliance Holdings
- Allianz of America
- American Realty Advisors
- AMLI Residential
- Apollo Real Estate Advisors
- Archstone Communities
- BB&T
- Beacon Capital Partners
- Bentall Kennedy
- Berkadia Commercial Mortgage
- BlackRock Realty
- The Blackstone Group
- Brookfield Properties
- C-III Asset Management
- Carlyle
- Clarion Partners
- Cornerstone Real Estate Advisers
- CW Capital
- DRA Advisors
- Edge Commercial
- Equity Residential Properties Trust
- Fairfield Residential
- Fannie Mae
- GE Real Estate
- Goldman Sachs
- Heitman Capital Management
- Helios AMC
- HSBC Bank USA, N.A.
- INVESCO Realty Advisors
- JP Morgan
- KBS Realty Advisors
- Koll Development Company
- LaSalle Investment Management
- LNR Partners
- Midland Loan Services
- Morgan Stanley
- Northwestern Mutual Life
- Ocwen Loan Servicing
- Pearlmark Real Estate Partners
- Piedmont Office Realty Trust
- Principal Real Estate Investors
- Prudential Real Estate Investors
- PS Business Parks
- RREEF Investment Management
- State Farm Life Insurance Company
- State Teachers Retirement System of Ohio
- TA Associates Realty
- TIAA – CREF
- Torchlight Investors
- Trimont Real Estate Advisors
- USAA Real Estate
- Weingarten Realty Investors
- Wells Fargo
- Wells Real Estate Funds

