



TRANSWESTERN

REAL ESTATE  
SERVICES

**EXTRAORDINARY  
STARTS HERE**





Marina Heights > Phoenix

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## **PEOPLE. PLATFORM. PURPOSE.**

At Transwestern, these three synergistic components have been fueling great ideas and driving value for clients for more than 40 years.

We owe our success to a purpose-driven culture that champions entrepreneurial, passionate problem-solvers, an unwavering commitment to quality service, and a sophisticated, comprehensive approach to real estate.

By empowering teams to think broadly and creatively, we deliver unparalleled solutions to property owners, tenants and investors around the globe.

**Our formula for extraordinary produces tangible results.**

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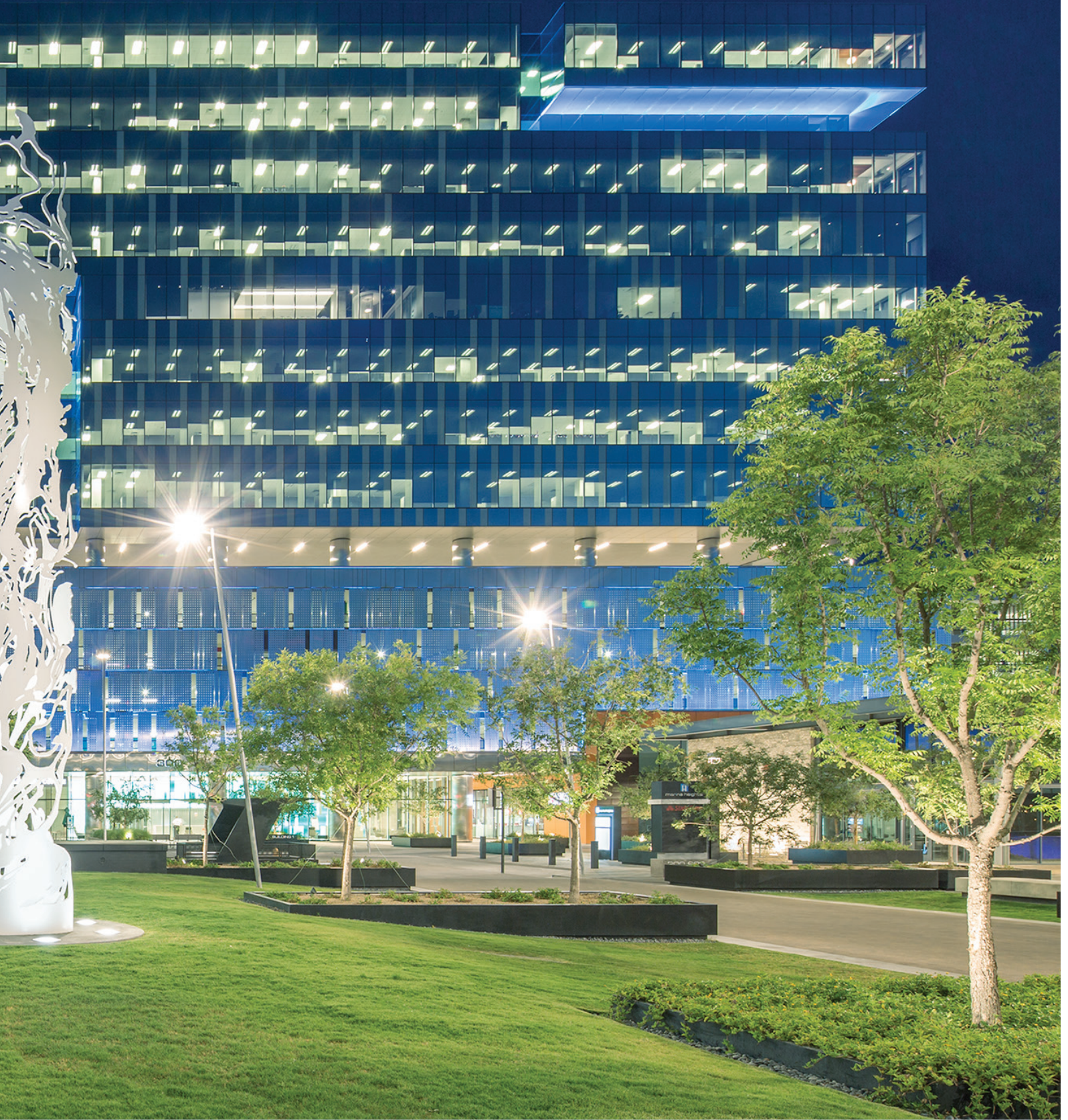


Marina Heights: Phoenix / Asset Services / Office

## OPTIMIZING PORTFOLIO PERFORMANCE

When a national insurance company wanted to maximize efficiencies and enhance the tenant experience at its U.S. hubs, it turned to our integrated team of experts. As both property and facilities manager, we:

- *Established operational consistency across three assets*
- *Significantly reduced costs and normalized labor expenses*
- *Secured vendor savings and lowered energy consumption*





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## **REAL ESTATE EXPERTS, FOR STARTERS.**

Our high-performance environment attracts accomplished industry veterans as well as bright young professionals with different backgrounds, beliefs, experiences and approaches to problem-solving.

Working collaboratively across competencies, teams draw upon diverse skill sets to uncover opportunities and advance clients' business objectives, while continually innovating and improving to meet tomorrow's challenges.

We've earned recognition as a Best Place to Work by fostering an environment of mutual respect where team members can succeed both personally and professionally. Because when given the resources and support to outperform, real estate experts become so much more.

**Creative doers.**  
**Opportunity seekers.**  
**Value drivers.**

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**Capital Distribution Center: Springfield / Capital Markets / Industrial**

**SETTING SALE RECORD IN NORTHERN VIRGINIA**

After Transwestern sourced a site that was successfully acquired and developed by JV ownership that included Transwestern Development Company, the new 190,000-square-foot warehouse was put on the market. Our team:

- *Orchestrated project from inception to sale*
- *Conducted entire marketing and sales process during COVID-19*
- *Achieved record pricing, underscoring strength of last-mile distribution*



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# INTEGRATED OFFERINGS ROOTED IN A HOLISTIC PERSPECTIVE.

## AGENCY LEASING

### Expert Placemakers

We're as hyper-focused on building relationships as we are on enhancing value over the life of a client's project. Our time-tested approach to agency leasing provides owners with in-depth market intelligence, rock-solid due diligence, creative, functional space, and optimal tenant mixes that deliver superior investment returns.

## ASSET SERVICES

### Property Innovators

Adding quantifiable value to commercial properties through improved building efficiencies, reduced operating costs and better workplace environments, our highly credentialed, trained professionals act as stewards of clients' assets. This creates a unique, cohesive experience that exceeds expectations of tenants and owners alike to minimize risk and maximize value.

## TENANT ADVISORY + WORKPLACE SOLUTIONS

### Business Advocates

We are specialists in securing and curating an environment that reflects our client's overall brand. Using the vast resources of our companies, we interpret research and data of the national market and integrate those findings with our knowledge of your market. Serving as an extension of your team, we partner with you in making the right decisions to increase your efficiency, enhance your culture and realize your goals.

## CAPITAL MARKETS

### Investment Specialists

Private investors, institutional owners and corporations look to our structured finance, net lease and investment sales teams to provide solutions that address a wide range of financial goals for all types of commercial property. Experience, relationships and resources combine to maximize value.

## RESEARCH & INVESTMENT ANALYTICS

### Market Storytellers

Across geographies and service lines, data intelligence supports real estate investment strategy, asset selection, valuation and portfolio management. Local market insights and proprietary real estate information contribute to decision-making by examining current conditions and predicting future scenarios.

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**Greenhouse Medical Plaza: Houston / Agency Leasing / Healthcare**

**DELIVERING HIGH-EFFICIENCY MEDICAL SPACE**

Transwestern identified a three-story asset as a prime candidate for state-of-the-art medical office space near several major hospital campuses. Healthcare Advisory Services and Transwestern Investment Group:

- *Reimagined property use, tenancy and space design*
- *Made capital improvements (e.g., redundant power, surgical center)*
- *Designed flow to reduce patient wait times and increase physician revenue*





HOUSE MEDICAL PLAZA



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## **AT TRANSWESTERN, TEAMWORK IS THE NAME OF THE GAME.**

Leveraging local market insight and lauded operational expertise, our brokerage, asset services and capital markets professionals draw upon proficiency in office, industrial, healthcare, retail and multifamily to deliver a full spectrum of commercial real estate services. Additionally, our teams benefit from the characteristic collaboration of the Transwestern organization, which includes Transwestern Development Company and Transwestern Investment Group.

From land acquisition, project financing and construction, to the management, leasing and eventual disposition of a property, the appropriate experts are deployed to ensure recommendations to clients yield optimum results.

A long-standing alliance with BNP Paribas Real Estate equips us to deliver services in Europe and across the globe through a single point of contact. In North America, our alliance with Devencore extends Transwestern's integrated real estate capabilities throughout Canada.

**We've built our relationships and our reputation on incomparable service and extraordinary results.**

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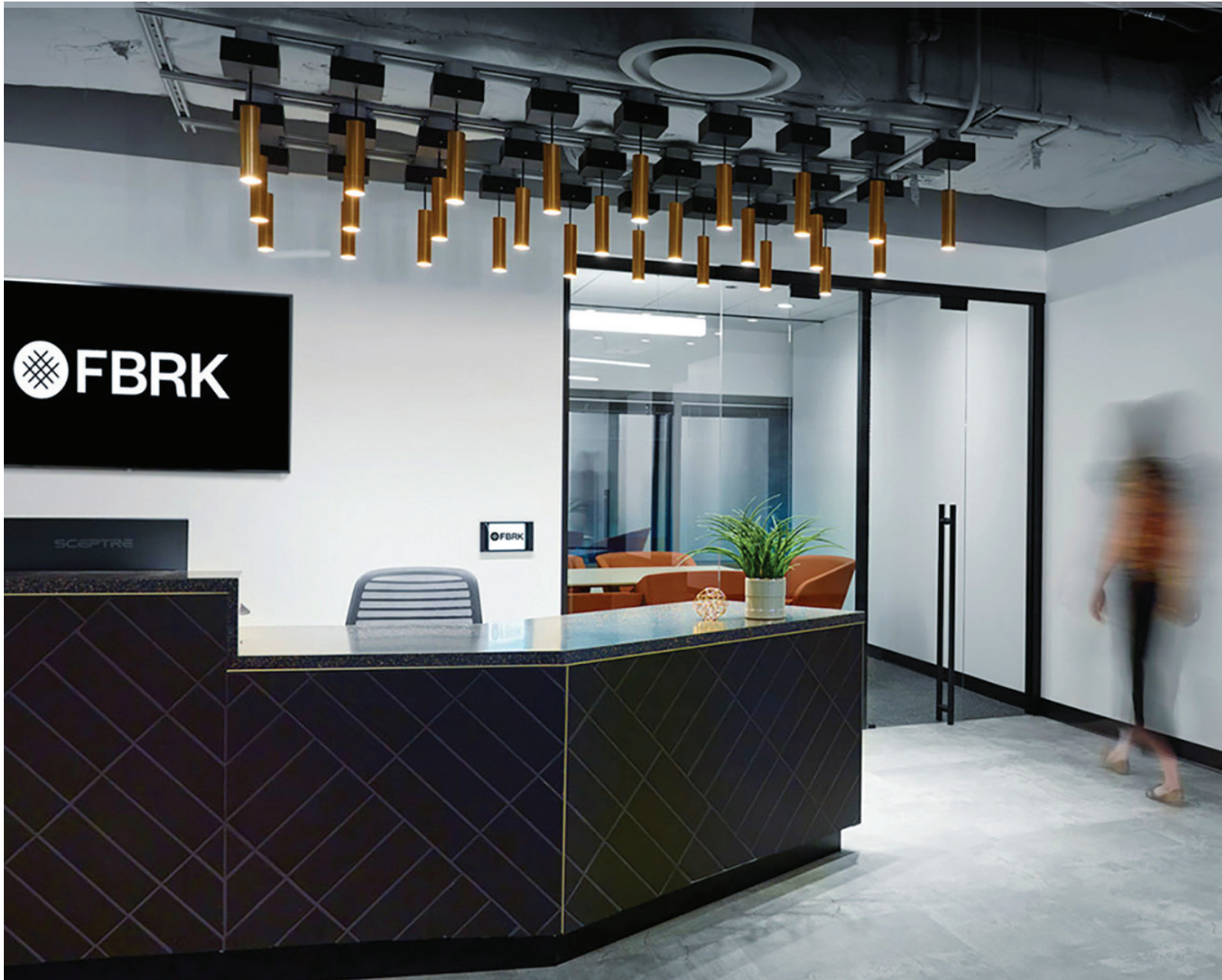
## CityPlace Springwoods Village: Houston / Agency Leasing / Retail

### CREATING A SENSE OF PLACE

Located adjacent to Exxon Mobile's corporate campus, CityPlace is an iconic mixed-use asset consisting of 4 million square feet of retail, dining, office, residential and hospitality. Marshalling platform resources, we:

- *Provided insight on market drivers, property amenities and branding*
- *Envisioned retail design within the project*
- *Created a compelling marketing and leasing program*





FBRK Impact House > Chicago

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## **GREAT IDEAS.**

Driving value and exceeding expectations is at the heart of what we do every day. We believe this begins with fresh ideas customized for each client's unique circumstances.

If you're looking for a genuine, committed real estate partner, we'd enjoy the opportunity to learn more about your business goals and share what makes our formula for extraordinary uniquely Transwestern.

**That's thinking beyond the obvious.**

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Visit [transwestern.com](https://transwestern.com) to further explore our broad real estate capabilities and success stories.

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