Northmarq

National
Development
Services

A developer's approach to land brokerage and sourcing capital

Commercial Real Estate

Debt + Equity

Investment Sales

Loan Servicing

Fund Management

Our National Development Services (NDS) is the comprehensive solution for home builders, commercial and multifamily developers, and landowners nationwide. With our proven track record of success, you can trust us to deliver the results that you need.

Northmarq

A structure **like no other.**

We offer clients the ideal combination of a strong national presence capable of attracting a wide range of capital sources, a personalized approach to transaction execution, and exceptional knowledge of local markets.

Our fully integrated team of specialized land brokers and structured capital originators understands that every development is different. We offer a comprehensive set of options tailored to your specific land disposition, acquisition, and development capital requirements. We are committed to delivering unique solutions that fit your investment needs, whether they involve raw or improved land, a ground lease agreement, an adaptive reuse project, raising development capital, or structuring a joint venture.

Using the most sophisticated analysis available in the industry, our clients can trust us to provide accurate underwriting that empowers them to make informed decisions. We thoroughly assess every detail to maximize the value of your investment.

Our **difference**

Brokerage
Brokering complex land deals successfully is what we do best.

Capital
A full-service solution for your capital needs, all under one roof.

Advisory
Our detailed underwriting and analysis allow us to achieve the best pricing.

Setting the **standard.**

Our integrated approach sets us apart from traditional land brokerage divisions.

50+
Offices across the US

$37B+
Annual transaction volume
Investment sales*

180+
Investment sales pros

*Transactions from 2022-2025

While many commercial real estate firms have dedicated land practices and some offer financing options, no other player in the industry can rival our fully integrated specialty group. Our team of brokers, analysts, underwriters, and originators collaborate at every opportunity to ensure a consistent and seamless client experience from start to finish.

What sets us apart is our unparalleled underwriting process—based on yield-on-cost modeling while also incorporating alternative approaches including sales comparable analysis and applying the FAR method. We deliver unique, customized solutions every time.

Our sophisticated underwriting methodology places a greater emphasis on the metrics developers use to determine if a project will pencil, including yield on cost, equity multiple and internal rate of return. By using the same financial models that developers evaluate when underwriting land acquisitions, we maximize client returns.

Additionally, our unique structure gives us the ability to add value and create solutions during all phases of the development process and throughout the capital stack. As a national leader in multifamily and commercial investment sales, Northmarq also has the capacity to assist in the sale of the completed property at stabilization.

Our dedicated team of **land experts**

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Local knowledge and creative thinking **drive big results.**

What sets us apart is not what we do, but how we do it.

Using our local market knowledge and the strength of a national platform, we provide creative solutions for all your investment sales needs. Our team has specialized expertise across all property types.

Multifamily

We provide a variety of services, such as acquiring and selling apartment sites for garden-style, mid-rise, and high-rise development. Our team specializes in securing development capital and creating custom solutions for your multifamily projects.

Single-family build-to-rent

As the established market leader in the BTR space, we lead the way as developers expand in this emerging form of rental housing. With a healthy market share in the most active build-to-rent markets, the newest trend in housing isn't new to us.

Manufactured housing

We specialize in the marketing and disposition of manufactured housing communities and development land. Our team has driven results in situations where adding density or converting to an alternative use has created the most value.

We hired Northmarq to advise us on a development site we no longer intended to use. The suburban site in Austin is located along a well-traveled major thoroughfare, characterized by garden-style apartments and retail strip centers. Moreover, we had a loan maturing shortly after engaging Northmarq. To their credit, Northmarq successfully refinanced the loan in time and identified an institutional-quality developer who bought the site. The developer planned a higher-density mid-rise project, leading to a significantly higher price compared to traditional garden-style apartment projects in the area!

Haythem Dawlett, Managing Partner, Legend Communities

Infill redevelopment

As the emphasis on live/work/play projects regains prominence, we help you navigate the intricacies of vacant or under-utilized land, identifying multifamily, commercial, and retail redevelopment opportunities.

Retail PAD

As a leader in STNL retail, we have years of experience in the sale, acquisition, and development of all retail investments and shopping centers. Our industry-leading tracking of tenant expansions places our clients in an advantageous position when marketing retail PADs for sale.

Healthcare

The healthcare sector of the economy is thriving, and healthcare real estate is insulated from the threats of remote work. As demand for additional healthcare facilities gains momentum, our expertise and unique relationships assist through every stage of the development process.

SFR for sale lots

We work with several major home builders as they acquire or sell off lots across many of the fastest-growing housing markets.

Industrial

Industrial users are expanding operations and we have the reach to assist in land acquisitions or sourcing the capital stack for new spec or build-to-suit development.

Self storage

We work with some of the largest and fastest-growing self storage operators in the country as they move into new markets and expand operations in existing regions.

Hospitality

Our services include providing expertise in hotel development, acquisitions, and finance.

We're leading, because of what we offer.

Access to the best, most empowered talent in the industry.

We've built a collaborative network of national experts, each with intimate knowledge of movements in their local markets. If there's an opportunity out there, we'll see it first. By leveraging our collective knowledge and developing the best strategy for success, we consistently deliver exceptional value to our clients.

Driven to find a way

Our entrepreneurial spirit guides each transaction, where we find a way to close the deal, working to minimize problems but fixing them when they happen.

Best talent in the industry

We're attracting the most entrepreneurial people in the industry because they thrive in this climate, doing their very best work on your behalf.

Collaboration at each step

Our growing national network of deeply connected local offices means we can see opportunity the moment it arises, anywhere.

Recent **land sales**

Project Catalyst
Mixed-use redevelopment
±97.0 AC
AUSTIN, TX

Vela Channelside Phase I
Urban high-rise mixed-use
±1.53 AC
TAMPA, FL

4201 S. Congress
Mixed-use redevelopment
±5.52 AC
AUSTIN, TX

2091-2201 Faulkner Rd
Industrial adaptive reuse
±5.60 AC
ATLANTA, GA

10th St & Watkins St Assemblage
Urban high-rise mixed-use
±1.30 AC
ATLANTA, GA

180 W Randolph
Hotel mixed-use redevelopment
±0.17 AC
CHICAGO, IL

X-Tampa Co-living
Urban high-rise mixed-use
±1.01 AC
TAMPA, FL

Encore, Lot 10
BTR/Mixed-use, raw land
±1.96 AC
TAMPA, FL

Hyatt Place & Hyatt House
Dual-branded hotel development
±1.01 AC
TAMPA, FL

Vela Channelside Phase II
Urban high-rise raw land
±0.67 AC
TAMPA, FL

Taylor Development Site
Multifamily/BTR, raw land
±4.0 AC
TAYLOR, TX

Apple Valley Conversion
Industrial to mixed-use adaptive reuse
±3.30 AC
ATLANTA, GA

Some projects were completed by Northmarq professionals while with a prior firm.

RIGHT

Conceptual rendering of Project Catalyst, a future mixed-use development

Project **Catalyst**

BELOW

An aerial view of Ballpark East Apartments, Austin, TX

Our successful outcome led to a remarkable $79,000,000 increase in value compared to the original investment sale valuation.

We were engaged by Nimes Real Estate to advise on the potential sale of the Ball Park North, East, South, and West apartments as a ±79 acre redevelopment. Additionally, at the time of the BOV request, Nimes was under contract on the adjacent property, Town Lake Apartments, expanding the size of the potential size of the project to ±97 acres.

As part of our valuation process, we looked at the values through a number of lenses. The first was the investment sale value of the existing properties. Using return on cost methods, under the current entitlements the highest and best use scenario included selling the existing apartment units and their income streams. We presented these finding to Nimes, but encouraged them to delay the disposition decision, allowing us to present an alternative valuation analysis using new entitlements.

SIZE

±97 AC

LOCATION

Austin, TX

PROJECT TYPE

Mixed-use redevelopment
Land rezoning

SELLER/BUYER

Nimes Real Estate
Presidium

ABOVE
Conceptual drawing of Project Catalyst, showing a street view

We brought in Stantec's Urban Places Group out of Boston, a specialty design team that works solely on large-scale infill mixed-use environments. We also consulted with a renowned land use attorney in Austin. Using these consultants, we designed an environment that suggested of mixed-use buildings and an average height limit of 90 feet throughout.

The result was a $120,000,000 sale with the agreement that if a minimum threshold of FAR was to be achieved through the zoning case that there would be up to a $20,000,000 kicker payment. We negotiated a cost-sharing / JV entitlement agreement and buyer and seller combined efforts and took the entire project through a zoning case. The successful zoning case resulted in 160-foot heights across all 97 acres, allowing for up to 12 million s.f. of FAR to be built. The final price was about a $79,000,000 increase in value compared to the original investment sale BOV.

McDonald's

We represented McDonald's in selling their corporate real estate assets in Oak Brook, IL, following the company's decision to relocate to Downtown Chicago.

RIGHT

Oak Brook Commons, a future mixed-use office campus redevelopment of former McDonald's global headquarters.

BELOW

The former McDonald's regional headquarters office building.

Regional headquarters

The regional headquarters situated on ±17.5 acres was a prime mixed-use redevelopment site adjacent to Oakbrook Center, one of the largest open-air shopping malls in the United States.

Once awarded to Hines, we collaborated closely with McDonald's and the Village of Oak Brook to obtain the necessary entitlements. As a result, Hines was able to construct a 17-story, 250-unit luxury apartment building as part of a larger mixed-use development.

SIZE

±17.5 AC

LOCATION

Oak Brook, IL

PROJECT TYPE

Adaptive reuse
Future development

SELLER/BUYER

McDonald's Corporation
Hines

SIZE

±48 AC

LOCATION

Oak Brook, IL

PROJECT TYPE

Adaptive reuse
Future development

SELLER/BUYER

McDonald's Corporation
JPD Oak Brook Holdings

ABOVE

Former site of McDonald's global headquarters situated on ±48 acres.

LEFT

One Oak Brook Commons, luxury apartments constructed on McDonald's former regional headquarters' site.

Global headquarters

In a separate transaction, we represented McDonald's in the sale of their corporate real estate assets in Oak Brook, IL. The global HQ represented 3 buildings, a traditional headquarters office, the Hamburger University training facility, and a Hyatt hotel. The site was 48 acres, and it was assumed someone would do an adaptive reuse of the buildings and possibly redevelop a portion of the site.

John Paul DeJoria purchased the site in 2019 to facilitate renovation of the existing buildings into a state-of-the-art corporate office campus.

RIGHT
Conceptual rendering of South Tampa @ Tyson, a 495-unit multifamily development

OPPOSITE PAGE
Union Printers, a 130-year-old architectural asset, future mixed-use redevelopment

BELOW
The former site of CU South Campus, Lone Tree, CO

South Tampa @ Tyson

We represented the buyer in purchasing ±18.55 acres of prime waterfront land in a highly sought-after south Tampa area. The property was previously zoned for industrial use but was undergoing a transition to mixed-use and multifamily, making it an ideal investment opportunity. Construction is currently underway for the development consisting of 495 units, with a density of 27 units per acre. Additionally, the project includes two restaurant pads.

SIZE
±18.55 AC

LOCATION
Tampa, FL

PROJECT TYPE
Multifamily rezoning
Future development

SELLER/BUYER
Orion Marine
MAA

Union Printers

SIZE
±18.44 AC

LOCATION
Colorado Springs, CO

PROJECT TYPE
Historic preservation
Mixed-use adaptive reuse

SELLER/BUYER
Living Centers
UPH Properties

The Union Printers Home, a property built in 1892, was initially intended to aid union workers to recover from tuberculosis. Recently, the building and its grounds were used as a nursing home which closed in 2020. This prompted the decision to sell the site, which was marketed to various developers, including those interested in multifamily housing, historic preservation groups, and government or institutional buyers. Throughout the marketing process, the City of Colorado Springs insisted that the building be preserved due to its historical value. The site was eventually purchased by UPH Properties, which is working on a master plan to rejuvenate the property. Their plan involves adaptive reuse of the historic building while incorporating modern elements such as hospitality, retail, dining, and residential spaces.

CU South Campus

A diverse range of users, investors, and developers were presented with the opportunities offered by the CU South Campus. These included repurposing the existing building, converting excess parking into a garden multifamily product, or demolishing the current structures and redeveloping the entire site for residential use. In the end, the campus was sold to David Liniger, the founder of REMAX. The property was later transferred to Douglas County Schools.

SIZE
±14.1 AC

LOCATION
Lone Tree, CO

PROJECT TYPE
Adaptive reuse
Future development

SELLER/BUYER
University of Colorado
David Linigar

Capability is a given. **It's the hustle that makes the difference.**

Whether it's undeveloped land or an underutilized existing building, we are here for you.

Our team has the expertise to facilitate land sales or joint venture contributions, provide the highest and best use analysis, and arrange development capitalization solutions for all commercial, residential, and multifamily properties, or land parcels. Build, buy, reposition, or sell—we make it happen.

National platform, personalized service

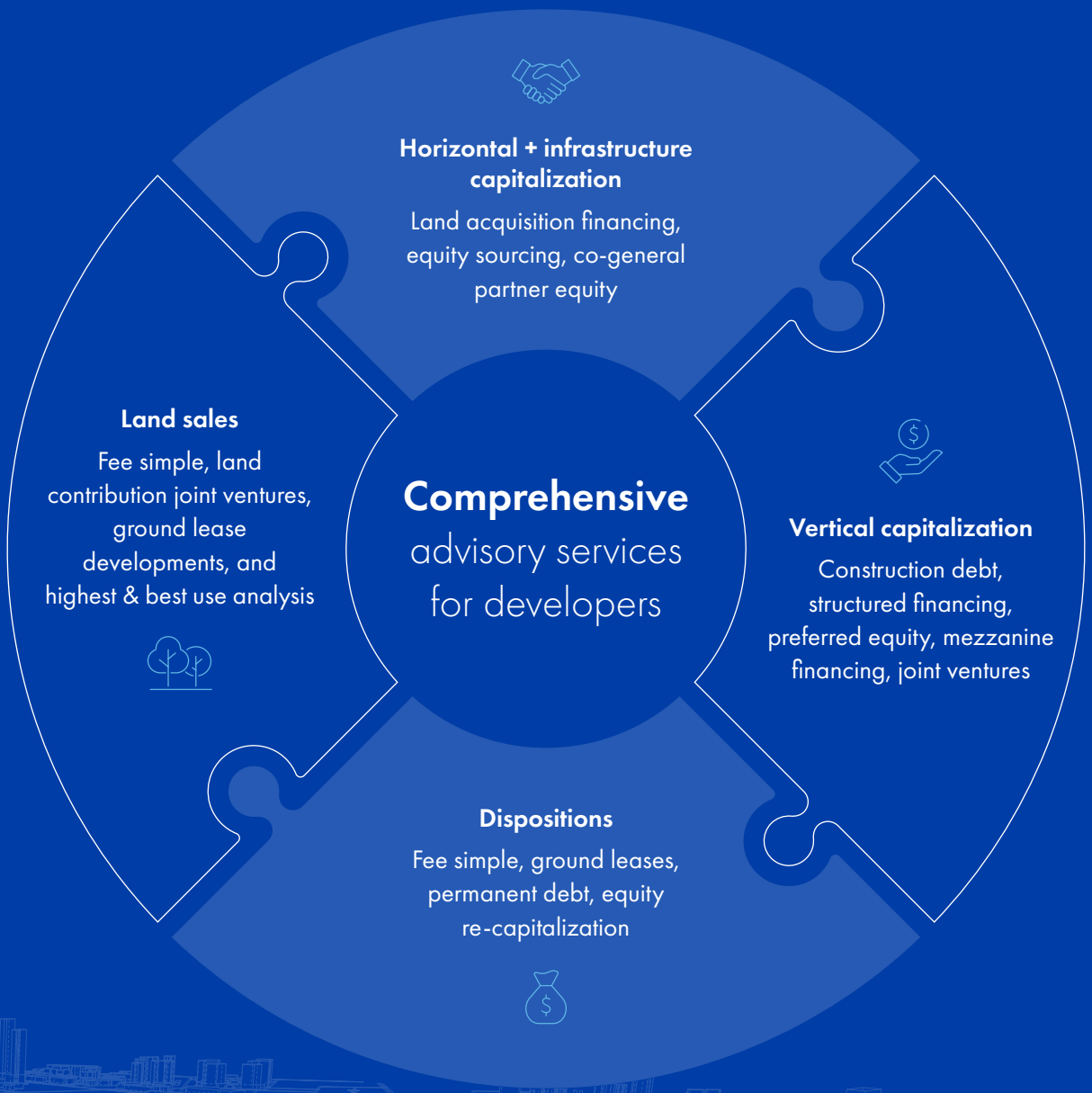
At Northmarq, we recognize that every investor has unique investment goals. That's why we take the time to understand your needs and customize our approach. Leveraging the power of our national platform, we deliver personalized solutions designed exclusively for you.

Collaboration keeps the deal simple

Leave the due diligence, market evaluation, buyer interest, and equity partnerships to us. We'll identify the best positioning for the property and target potential partners early in the process to ensure the transaction is smooth – from start to finish.

Integrated team of professionals

We've built our reputation on valuing long-term trust over short-term wins, grounded in our commitment to put client interest before our own — offering a customized approach with an integrated team of experts.



We combine industry-leading capabilities with an open, flexible structure, enabling our team of seasoned professionals to create innovative solutions for clients.

Our process is more than just **sourcing capital.**

We offer the best capital structure for every transaction, using our national platform to maximize your potential for successful investments.

Time is the most important factor for any commercial real estate transaction. We collaborate with sponsors and investors from the beginning to meet the timeline, project costs, and investment targets for all partners.

In a construction project, the deadlines for subcontractors can be impacted by weather and other variables, so adaptable capital with built-in flexibility is important.

For an acquisition without a financing plan in place, the seller moves on to the next buyer None of our solutions are one-size-fits-all. We evaluate all options, manage those relationships through the process, and ensure that funding is in place to successfully close a transaction.

Partnering with our local debt and equity teams ensures our transactions have competitive access to the capital markets, providing more certainty of closure to our clients.

Better loan pricing

Our established relationships with a deep pool of lenders allows us to find the best—and best priced—solution to any transaction.

Pre-approved equity

Every development requires equity, and often the ability to raise equity at the right time, in the right deal structure, can make or break a project. We find equity partners that fit your deal.

Optimal sale pricing

We leave no stone unturned when identifying the value in your asset and marketing it for sale. Regardless of market conditions, we maximize the return for our clients.

Transaction control

Our ability to market, sell, finance, and service a deal keep all the moving parts working in sync. Transactions can be complicated, for flawless execution you want to be sure you're working with experts.

A world of opportunity **needs Northmarq.**

Success comes from brilliant, driven people working together toward a common goal.

Northmarq is a leading provider of CRE debt, equity, investment sales, loan servicing, and fund management. We're leading because of what we offer you. It started over 60 years ago with our founding principles of fair play and doing what it takes to make transactions successful for all concerned.

Along the way, we've built a platform unlike any other—with a flexible structure to allow for access to every single expert in our company. Our talent is the best in the business. Not just in skill, but in hustle. Our fast-growing national network of deeply connected local offices means we can see opportunity the moment it arises, anywhere.

And all of this is powered by a technology platform that is second to none, uniting our entire workforce to make sure you get the most out of your transaction.

64 years

Founded in 1962

$91.3B+

Total transaction volume*

7800+

Total transactions*

$80B+

Servicing volume*

7300+

Loans serviced*

1000+

Capital sources

** Transactions from 2022-2025*

Northmarq

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