

BETTER RELATIONSHIPS. BETTER RESULTS.

As a capital markets leader, NorthMarq offers commercial real estate investors access to experts in debt, equity, investment sales, and loan servicing to protect and add value to their assets. For capital sources, we offer partnership and financial acumen that support long- and short-term investment goals. Our culture of integrity and innovation is evident in our 60-year history, annual transaction volume of \$14+ billion, loan servicing portfolio of more than \$61 billion and the multi-year tenure of our more than 500 people.



DEBT & EQUITY

As the country's largest privately-owned provider of commercial real estate debt and equity, we maintain strong relationships with institutional providers of capital, including life companies, Freddie Mac, Fannie Mae, FHA/ HUD, Wall Street, debt/equity funds and local, regional and national banks.



INVESTMENT SALES

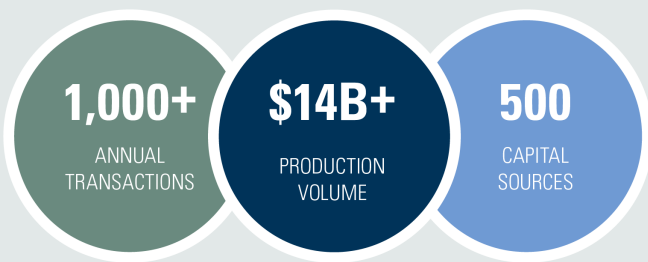
NorthMarq offers commercial real estate investors in select markets a personalized approach to buying/selling multifamily properties, combining local market knowledge with our national platform to develop creative solutions for your real estate investment opportunities.



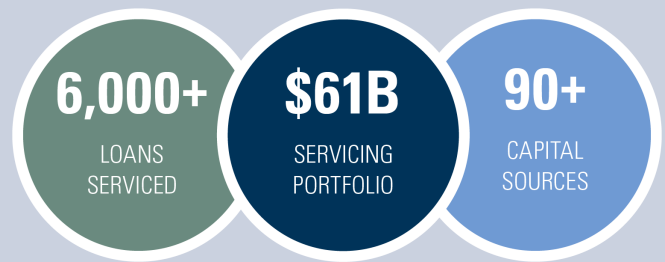
LOAN SERVICING

With 30+ years of experience, there isn't much NorthMarq hasn't seen or solved in commercial mortgage loan servicing. We provide servicing for performing, non-performing and sub-performing commercial real estate loans of all types, including life insurance, CMBS and agency lender portfolios.

TRANSACTION VOLUME



LOAN SERVICING



PROPERTY TYPES

- | | | |
|---|--|---|
| Multifamily
<i>Affordable</i>
<i>Green Properties</i>
<i>Market Rate</i>
<i>Manufactured</i>
<i>Senior Housing</i>
<i>Student Housing</i> | Hospitality
Industrial
Land
Medical Office
Mixed Use | Office
Other
Retail
Self Storage |
|---|--|---|

LENDER TYPES

- | | | |
|--|--|--|
| Banks
Bridge
CMBS
Credit Unions
Fannie Mae | FHA/HUD
Freddie Mac
International
Joint Venture
Life Company | Mezzanine
Other
Preferred Equity
Private Lenders
Specialty |
|--|--|--|

TRANSACTIONS



\$157,300,000

773,000 SF | MENLO PARK, CA
MENLO GATEWAY PHASE II | LIFE COMPANY



\$134,000,000

513 UNITS | SILICON VALLEY
TWO MULTIFAMILY PROPERTIES | LIFE COMPANY



\$103,800,000

202 UNITS/25,898 SF | SAN CARLOS, CA
MULTIFAMILY/MIXED USE PROPERTY | FANNIE MAE

PROPERTY NAME	AMOUNT	LENDER	SIZE	LOCATION
One De Haro Industrial Property	\$93,000,000	Life Company	133,427 sf	San Francisco, CA
The Firestone Mixed-Use Property	\$67,000,000	JV Equity	130 units	San Jose, CA
Sustainable Apartment Community	\$18,500,000	Life Company	124 luxury units	Seattle, WA
Newly Renovated Office Building	\$7,000,000	Bridge	20,753 sfd	Oakland, CA
Historic Office Renovation	\$5,800,000	Bridge	16,500 sf	Oakland, CA

OUR TEAM

DEBT & EQUITY

Nathan Prouty
SVP/MANAGING DIRECTOR
415.433.0209
nprouty@northmarq.com

Dennis Sidbury
SVP/SENIOR DIRECTOR
415.433.2149
dsidbury@northmarq.com

Andrew Slaton
SVP/SENIOR DIRECTOR
415.433.8841
aslaton@northmarq.com

Dennis Williams
SVP/MANAGING DIRECTOR
415.433.1075
dwilliams@northmarq.com

John Kerslake
SVP/SENIOR DIRECTOR
415.433.8842
jkerslake@northmarq.com

Tom Wight
VICE PRESIDENT
415.433.8843
twight@northmarq.com

Dan Baker
SENIOR VICE PRESIDENT
415.433.8845
dwbaker@northmarq.com

Jeff Haskell
SVP/MANAGING DIRECTOR
415.433.2147
jhaskell@northmarq.com

Briana Harney
VICE PRESIDENT
415.433.8840
bharney@northmarq.com

SAN FRANCISCO OFFICE

ONE SANSOME STREET, SUITE 2950
SAN FRANCISCO, CA 94014
415.433.1072

