



**BETTER RELATIONSHIPS.
BETTER RESULTS.**

COMMERCIAL REAL ESTATE DEBT & EQUITY | INVESTMENT SALES | LOAN SERVICING

**NORTHMARQ**

60 YEARS OF BETTER RELATIONSHIPS DELIVER BETTER RESULTS



For nearly 60 years, NorthMarq has been a capital markets provider of debt, equity, and loan servicing to commercial real estate investors through its regional offices from coast-to-coast.

Our expanded platform now includes investment sales for multifamily assets, further broadening our commitment to building stronger relationships that deliver better results throughout the entire life of ownership.

We offer clients a rare balance of national strength and local touch by blending the size and breadth of a national capital solutions platform with the market knowledge and accessibility of a trusted, local

advisor. Our strong relationships with investors and lenders offer better results in returns, service, and transaction execution – no matter the complication or capital stack requirement.

We've built our reputation on valuing long-term trust over just short-term wins, grounded in our commitment to put client interests before our own. We offer balanced guidance and appropriate solutions for unique commercial real estate needs.

You will see the difference in how efficiently we operate, how well we communicate, and how diligently we help manage your assets for the best short- and long-term results.

LEVERAGE OUR EXPERTISE

MARKET KNOWLEDGE | BALANCED GUIDANCE | TARGETED SOLUTIONS



Our seamless, life-of-ownership philosophy means investors can count on us at every stage of their ownership: acquisition, finance, renovation, and disposition. NorthMarq blends the size and breadth of a national network of capital sources with the

market knowledge and accessibility of a trusted, local advisor. Having longer, stronger relationships with capital sources and investors means that we protect and add value to commercial real estate assets – from start to finish.

Our unmatched network of buyers, sellers, equity partners, and more than 500 capital sources means you can count on us at every stage of your asset in any market for any property type.



Our experts provide certainty in transactions, minimize any surprises, and protect your investments.

We ensure that you receive the most balanced guidance, seamless communication, and targeted solutions to create value in your commercial real estate.

We complement our comprehensive servicing capabilities with local market expertise to deliver results that suit even the most unique needs.

INVESTMENT SALES



From Best and Final to Short- and Long-Term Value

With a personalized approach to buying and selling multifamily and manufactured housing properties, our investment sales professionals combine local market knowledge with the strength of a national platform. The result is creative capital solutions for your real estate investment opportunities, taking you from best-and-final to closed and financed.

Our hands-on approach to every transaction reflects our commitment to successful client relationships — not just closing the deal. We partner with our debt and equity partners nationwide to provide a full range of capital markets services for the life of your asset.

MULTIFAMILY PROPERTY TYPES

- LUXURY
- AFFORDABLE
- CONVENTIONAL MARKET RATE
- CO-OP PROPERTIES
- MANUFACTURED HOUSING
- MILITARY/GOVERNMENT
- SENIORS HOUSING
- STUDENT HOUSING

DEBT



Reliable, Knowledgeable, Flexible Financing Partner

In our business, who you know is as important as what you know. NorthMarq has an unmatched network of lending partners to help deliver the results you expect — in any market — for any property type. Our industry-leading life company relationships, coupled with close partnerships with Fannie Mae, Freddie Mac, FHA/HUD, CMBS lenders and hundreds of local, regional, and national banks, lead to customized financing options that meet your goals.

When your real estate financing is on the line, you need a reliable, knowledgeable, flexible financing partner with access to a wide range of capital sources. NorthMarq will arrange and close your transaction with certainty.

FINANCING TYPES

- FIXED-RATE AND VARIABLE-RATE MORTGAGES
- CONSTRUCTION FINANCING
- AFFORDABLE HOUSING
- TAX-EXEMPT LOANS
- BRIDGE FINANCING
- MEZZANINE DEBT
- CREDIT TENANT LEASE TRANSACTIONS
- FORWARD COMMITMENTS
- GREEN/SUSTAINABLE PROGRAMS
- ASSISTED LIVING

EQUITY



Structuring Equity Transactions with Confidence

Our expansive network of domestic and international capital relationships brings owners a broad mix of available investors as well as the best structure – from single-asset joint ventures, preferred equity offerings, and subordinate mezzanine debt to high-leverage mezz debt – to create a capital stack that fits.

Our knowledge of active equity sources allows us to advise our clients on how to best structure an agreement that brings capital for a successful investment.

EQUITY CAPABILITIES

- NEW CONSTRUCTION EQUITY
- ACQUISITIONS/JOINT VENTURES
- EQUITY PRESALES
- COMPANY-LEVEL INVESTMENTS
- MEZZANINE DEBT
- PREFERRED EQUITY

LOAN SERVICING



Commitment That Goes Beyond Closing

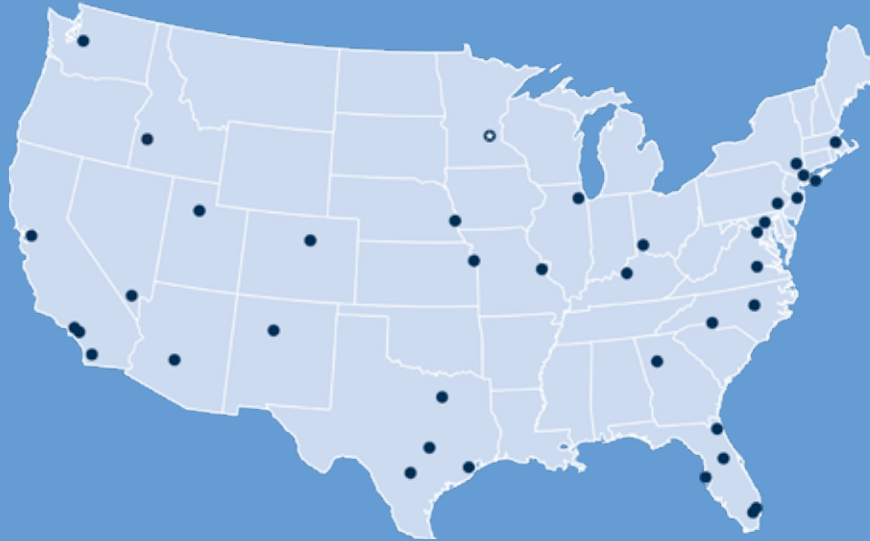
Successful client relationships shouldn't end when the ink dries at closing. With comprehensive, flexible servicing capabilities, NorthMarq remains as committed and responsive to your financing needs after closing as we are at origination. Through our team, we ensure seamless communication and a sharper focus on your needs and goals throughout the life of your loan.

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

RELATED DESIGNATIONS

- STANDARD & POOR'S RATED "ABOVE AVERAGE" (SELECT SERVICER)
- FREDDIE MAC APPROVED
- FANNIE MAE DUS APPROVED
- HUD/GNMA APPROVED
- DEFEASANCE PROVIDER RATING AGENCY APPROVED

LOCATIONS



ARIZONA

PHOENIX

CALIFORNIA

LOS ANGELES
NEWPORT BEACH
SAN DIEGO
SAN FRANCISCO

COLORADO

DENVER

FLORIDA

FT. LAUDERDALE
JACKSONVILLE
MIAMI
ORLANDO
TAMPA

GEORGIA

ATLANTA

ILLINOIS

CHICAGO

KANSAS

KANSAS CITY

KENTUCKY

LOUISVILLE

MARYLAND

BALTIMORE

MASSACHUSETTS

BOSTON

MINNESOTA

MINNEAPOLIS

MISSOURI

KANSAS CITY
ST. LOUIS

NEBRASKA

OMAHA

NEVADA

LAS VEGAS

NEW JERSEY

MORRISTOWN

NEW MEXICO

ALBUQUERQUE

NEW YORK

JERICHO
NEW YORK CITY
WHITE PLAINS

NORTH CAROLINA

CHARLOTTE
RALEIGH

OHIO

CINCINNATI

PENNSYLVANIA

PHILADELPHIA

TEXAS

AUSTIN
DALLAS
HOUSTON
SAN ANTONIO

UTAH

SALT LAKE CITY

VIRGINIA

RICHMOND

WASHINGTON

SEATTLE

WASHINGTON, D.C.

TRANSACTION VOLUME

1,200

TRANSACTIONS
ANNUALLY

\$16B

ANNUAL
VOLUME

500

CAPITAL
SOURCES

LOAN SERVICING

7000+

LOANS
SERVICED

\$65B

ANNUAL
VOLUME

90+

CAPITAL SOURCES WITH
SERVICED LOANS

To contact one of our local offices, visit northmarq.com/offices

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