



Corporate  
Overview

Built  
to thrive.

Northmarq

**Commercial Real Estate**

Debt & Equity

Investment Sales

Loan Servicing

## A world of opportunity needs a Northmarq.

Northmarq is a leading provider of CRE debt, equity, investment sales and loan servicing. 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.

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

Expertise is useless if it's kept in an ivory tower. We've structured Northmarq so that any category expert, anywhere in the company, is available to you. Your point of contact is just the beginning. When you work with us, all of us are working for you.

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

# Focus, from start to finish.

## **DEVELOPMENT OR ACQUISITION FINANCING**

Our network is truly unlike any other. With buyers, sellers, and more than 500 capital providers, you can rely on us to provide liquidity at every stage of your asset – build, buy, or sell – in any market, for any property type.

## **CLOSING**

Our standards of expertise, and our culture of hustle give you certainty in transactions, minimizing or eliminating surprises, and protecting your investment.

## **SERVICING**

Taken alone, our loan servicing capabilities are as good as it gets. You'll have one point of contact, with an army of loan servicing experts – in construction, insurance, and lender requirements – to back them up. With our white-glove philosophy, we'll focus on details for you, making sure the job is done right – every time.

## **RECAPITALIZE OR SELL**

When your business plans call for sale, refinance, or a new partnership structure, our market experts help you consider the best fit -- be it sale, recapitalization, or payoff with defeasance.





## **INVESTMENT SALES**

Where local knowledge and creative thinking drive big results.

When you give talented, motivated people the freedom and scale to do their best work, you make the most of every opportunity. From best and final, to closed and financed, to 'on to the next one'.



## **DEBT**

More options, unlimited potential.

Put plainly, we have an unmatched network of funding partners, from the largest network of life insurance lenders in the industry, to Fannie Mae, Freddie Mac and FHA/HUD, debt funds, and a stable of local, regional, and national banks. This means our financing options are finely tailored to your needs.

## **Multifamily Property Types**

- Luxury
- Affordable
- Conventional Market Rate
- SF Built-to-Rent
- Manufactured housing
- Military/Government
- Seniors Housing
- Student Housing

## **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**

Mastering the art of equity structure.

A capital stack is only as good as its component investment sources, and the way in which it is customized to your needs. We've done it all, from single-asset joint ventures, preferred equity, subordinate mezzanine debt to high-leverage structured notes. With our national network of private equity, the possibilities are limitless.

## **Equity Capabilities**

- New construction equity
- Acquisitions/joint ventures
- Equity PreSales
- Company-level investments
- Mezzanine debt
- Preferred equity



## **LOAN SERVICING**

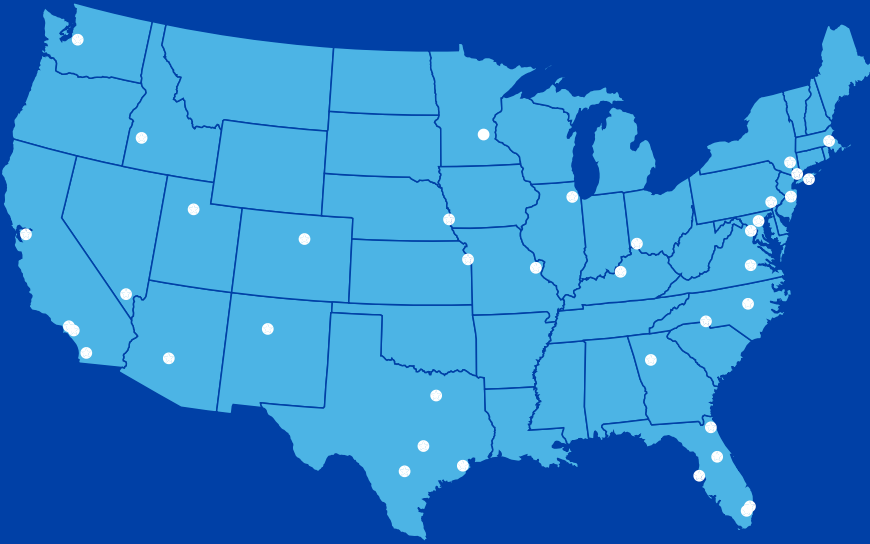
Closing is only the beginning.

We're as committed and responsive after closing as we are at origination. It's another way our team approach really shines, with seamless communication, thoughtful attention to detail, and constant focus on your goals throughout the life of your loan.

## **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



To contact one of our local offices, visit [northmarq.com/offices](http://northmarq.com/offices)

### Arizona

Phoenix

### California

Los Angeles  
Newport Beach  
San Diego  
San Francisco

### Colorado

Denver

### Florida

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

# 1500+

TRANSACTIONS  
ANNUALLY

# \$33+B

ANNUAL VOLUME

# 500+

CAPITAL SOURCES

## LOAN SERVICING

# 7000+

LOANS SERVICED

# \$70+B

PORTFOLIO

# 100+

CAPITAL SOURCES WITH  
SERVICED LOANS



### Corporate Headquarters

3500 American Blvd W, Suite 500  
Minneapolis, MN 55431

[northmarq.com](http://northmarq.com)

01/22/2022