

Transactions Directory

NAIOP 2010



This guide includes key contacts and sources for companies seeking transaction partners, including sources of capital through investors and financiers; business development support through consultants; and guidance from attorneys; asset managers; brokers and more. You'll find solutions and resources to champion transactions now and as the markets continue to recover.

Accountants



Grant Thornton LLP

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Grant Thornton provides personalized attention and the highest quality accounting, tax and business advisory services to real estate entities nationwide.

Minneapolis, MN 55431
P: (952) 893-8222

NorthMarq provides commercial real estate services for investors, developers, corporations and tenants. It offers mortgage banking and commercial loan servicing in 32 offices and property management of commercial space in 22 markets, along with corporate services, brokerage and investment sales. Visit www.northmarq.com

Brokers

Marcus & Millichap

Real Estate Investment Brokerage Company

Marcus & Millichap

Alan Pontius, Managing Director, National Office and Industrial Properties Group
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Investment professionals in Marcus & Millichap's National Office and Industrial Properties Group combine in-depth local market knowledge and unrivaled transaction expertise to devise optimal positioning, pricing and marketing strategies for each property. By leveraging the industry's largest investment sales force and relationships with the broadest pool of qualified investors, we generate an expanded marketplace and maximum value for properties nationwide.

Asset Managers



Gordon Vollmer
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Founded in 1975, Morguard is one of Canada's largest, fully integrated, real estate advisory services firms with more than \$9 billion in assets owned and under management. Morguard serves major institutional clients and private investors by providing real estate investment management services including acquisitions, development, asset management, property management, leasing, research and valuations services for office, industrial, retail, and multi-unit residential real estate classes. National in scope with personnel in every major city in Canada, what differentiates us is our ability to source great properties and manage them for maximum return.

Asset Managers



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Weiss Realty is a Commercial Real Estate Brokerage, Property Management, Investment and Development organization whose current ownership and management portfolio comprises over 2,000,000 square feet of office, industrial and retail space.

Consultants



Andersen Environmental

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Andersen Environmental and its staff of certified professionals provide a full range of environmental due diligence services including Phase I, soil & groundwater sampling, and regulatory compliance. As well, we provide health and safety services including asbestos, lead, and mold oversight. Reports are Bank and Insurance Company approved. Fully licensed and insured. Services are available on a national basis, and in response to natural disasters.



DDF Consulting, Inc

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DDF Consulting, Inc. is a commercial real estate investment banking firm offering full service commercial real estate capital markets advisory services. DDF Consulting Products: " Commercial Real Estate Capital Raising-Advice regarding structure, terms and pricing of equity and/or debt. Identify and introduce institutional capital sources; " Commercial Real Estate Loan Advisory (For Commercial Property Owners and Developers)- Review and improve commercial property mortgage restructurings/ requests/applcations from a banker's perspective drawing on \$17 billion of commercial property finance transactional experience.

Financiers



CM Capital Services, LLC

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P: (702) 739-9090

CMCS has more than three decades of private lending experience and is focused in the Western U.S. We specialize in Commercial & Residential: Distressed Asset Acquisition, Development & Construction, Income-Producing Properties, Bridge Loans, and Debtor-in-Possession Financing. Contact us today with your lending needs!



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Q10 Capital LLC

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Q10 Capital is a national leader in providing capital to the commercial real estate industry. Our promise is simple: to approach your financing needs with creative insight, flexibility and innovative solutions. We have closed over \$10 billion in new financing in the last 3 years and currently service over \$16 billion in loans.

Investors



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USAA Real Estate Company

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USAA Real Estate Company is a subsidiary of USAA, a worldwide insurance and financial services company based in San Antonio, Texas. USAA Real Estate Company provides a range of services including build-to-suit development, co-investment fund management, portfolio management and brokerage services. The company has a real estate portfolio in excess of \$5 billion in assets that includes office, industrial, land and full-service hotels.



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Akerman Senterfitt is ranked among the top 100 law firms in the U.S. by The National Law Journal. Nationally recognized as a leading real estate firm, Akerman represents clients in complex real estate transactions, development and redevelopment projects, leasing, green building, land use, public-private initiatives, environmental, and litigation matters.

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The Real Estate Department of Ballard Spahr LLP, an Am Law 100 firm with more than 475 lawyers in 12 offices in the United States, represents corporate, institutional, entrepreneurial, and public clients in acquisition, development, financing, leasing, sales and other flagship transactions. For more information, please visit www.ballardspahr.com.

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Bradley Arant Boul Cummings LLP is one of the largest, full service law firms in the Southeast. The real estate team, numbering more than 45 attorneys, is well-versed in all aspects of the commercial real estate industry, including acquisitions, dispositions, development, financing, leasing, construction, entitlements, tax, workouts, dispute resolution, and joint ventures.

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WIGGIN AND DANA

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