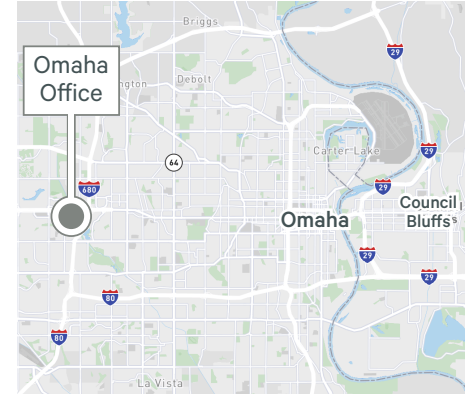


Since 1975, our office has performed a significant role as the landscape of Omaha real estate has evolved. As a full-service firm, the experience of our brokers in property acquisition, property management, sales, and leasing consistently generate success for our clients ensuring their loyalty in the future.



Located in the heart of downtown West Omaha

2021 TRANSACTIONS

**CLOSED
SALES**

323

**CLOSED LEASES/
CONSULTING**

285

Lines of Business

ADVISORY & TRANSACTION	PROPERTY MANAGEMENT	CAPITAL MARKETS	DEBT & STRUCTURED FINANCE	PROJECT MANAGEMENT	VALUATION & ADVISORY
+ Commercial Office + Retail Centers + Acreage + Industrial & Logistics + Data Centers	+ Commercial + Industrial + Retail + Acreage	+ Hotels + Industrial + Multi-Family + Office + Retail + Special Practices + Institutional + Private Client	+ Multifamily + Office + Industrial + Retail + Hotels + Other + Loan Sales	+ Tenant Representation + Landlord Representation + Institutional + National Presence, Local Focus + Move Management + Cost Consultancy / Cost Segregation + Data Center Solutions + Healthcare + Multi-Market + Principal Projects + Sustainability	+ Appraisals + Alternative Valuations (Evaluations) + Valuation Portfolio Services + Valuations for Financial/ Tax Reporting + Property and Transaction Tax Services + Right of Way/Eminent Domain + Litigation Support/ Testimony + Assessment & Consulting • Property Condition Assessments (PCAs) • Environmental Site Assessments (ESAs) • Seismic / Zoning / Fannie/Freddie Reports



Occupier

**9:1**

Value to fee

On average, A&T accounts deliver \$9 in value for every \$1 in fees we earn

95%

Agree that we help them achieve their goals

Deal Flow

**1.1M+**

Investors
in Our Database

150K+

Site Visits
Per Month

430+

New Deals
Brought to Market Each Month

1+

Confidentiality
Agreement Signed Per Minute

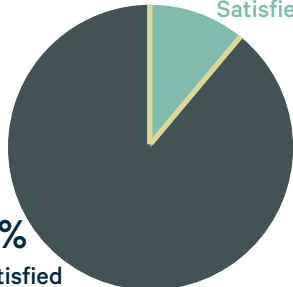
11%

Satisfied

Client Satisfaction

100% of our A&T account surveyed clients were Very Satisfied or Satisfied, 89% were Very Satisfied, and 0% were Dissatisfied.

89%
Very satisfied



Why CBRE

Savings.
Our savings creates real value

Integration.
Our service model delivers integrated real estate

Experience.
Our experience is our best predictor of success

Solutions.
Our solutions are executable on any level

Commitment.
Our commitment builds long-term partnerships



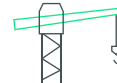
CBRE's Integrated Platform of Occupier Services

Our subject matter experts, resources, and technologies are seamlessly woven through the entire Real Estate lifecycle to meet clients' objectives and transform business outcomes.



Plan, Lease, & Occupy

- Transaction Services
- Site Selection & Location Strategy
- Workplace Solutions
- Experience Services
- Lease Administration
- Portfolio Strategy
- Flexible Space Solutions
- Market Forecasts & Analytics
- Smart Buildings & Services
- Consulting



Design & Build

- Cost Advisory
- Design
- Buildings & Systems
- Project & Program Management
- Supply Chain Sourcing
- Principle Delivery
- Move & Decommission
- Sustainability
- Energy Management
- Property Development & Investment



Manage Property & Portfolio

- Integrated Outsourcing Solutions
- Facilities Management
- Sustainability
- Energy Management
- Property Management
- Landlord Leasing
- Fund & Property Accounting
- Experience Services (Host & Hospitality)
- Smart Buildings & Services



Optimize & Transform

- Integrated Outsourcing Solutions
- Diversity, Equity & Inclusion
- Own Vs. Lease
- Business Analytics
- Retail Analytics
- Omnichannel Real Estate Solutions
- Adaptive Reuse
- Sustainability
- Energy Management
- Consulting
- Electric Vehicle Charging Solutions

Capabilities 2022

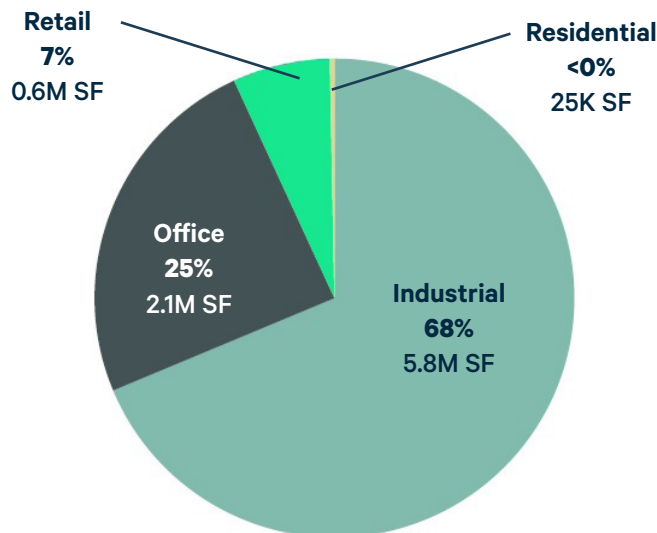
Building value through company strength and local relationships



Omaha's Leader in Commercial Real Estate SERVICES

CBRE's management portfolio includes approximately 8.5 million square feet of office, retail, industrial, and multifamily properties throughout the Omaha metro area.

Omaha's Management Portfolio Type



Omaha Statistics



- + Vendor services specification, bidding/negotiation, and contracting
- + Design and implementation of a preventative maintenance program
- + Lease negotiations
- + Lease administration
- + Full accounting services, including accounts payable, receivable and reporting
- + Tenant retention programs
- + Budget preparation and management
- + Building inspection services
- + Bulk purchasing of supplies and services
- + Value management of all real estate related projects
- + In-house maintenance services
- + Fire/Life safety plan design and implementation
- + Risk management



Matt Bogard, CPM®, RPA®, FMA®
Executive Vice President
Director of Property Management
+1 402 697 5875
matt.bogard@cbre.com



ACCREDITED
MANAGEMENT
ORGANIZATION



Industry Leading Capital Markets Platform

Capital Market
Professionals

762

U.S. Property
Sales

17,075

Brokerage Firm 16
years in a row

#1

U.S. Loan
Originations
(2021)

\$80.9B

U.S. Loan
Servicing (2021)

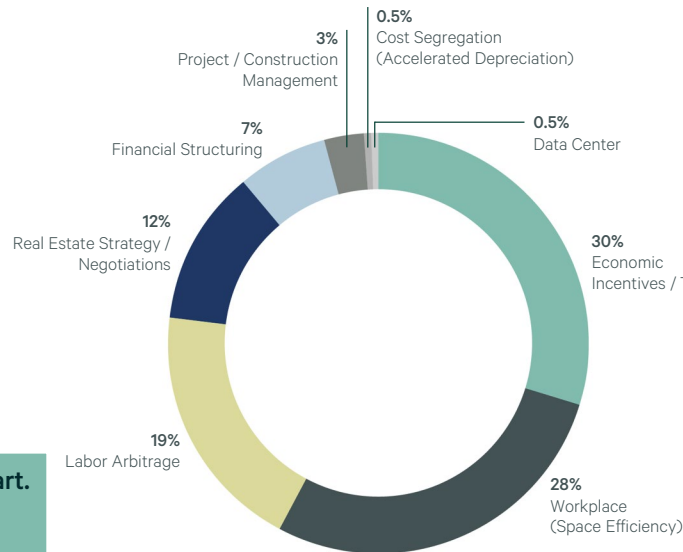
\$252.0B

Total U.S. Sales
Transaction Value
(2021)

\$300.7B*

*Source: CBRE Research

Where is the Value? It's Not Enough to
Simply Negotiate the "Best Deal"



From global portfolios, one-off transactions, and the complete spectrum of in-between, CBRE has built a reputation of delivering superior results and maximizing savings. Here's a breakdown of where our clients are saving.

Our integration and ability to collaborate sets us apart. We communicate effectively across disciplines and engage with one another to deliver truly holistic and thoughtful solutions for our clients.

Unparalleled Bench of Subject Matter Experts in Virtually Every Specialty Within Corporate and Commercial Real Estate

\$216.9B 2021 Global sales volume
\$89.2B 2021 Global finance volume
8,887 2021 Global capital markets sales transactions



- Property Sales** As the world leader in the acquisition and disposition of income-producing properties for third-party owners and corporate occupiers, we use deep market intelligence, transaction expertise, trusted relationships and seamless execution to anticipate trends, command capital and maximize returns.
- Debt & Structured Finance** We create innovative options for any capital requirement using extensive transaction insights, robust lender relationships and proprietary technology.
- Real Estate & Investment Banking** We provide extensive knowledge, investor access and strategic advice across the investment banking spectrum, including M&A advisory, equity placement and secondary LP trading.

Six Ways Debt & Structured Finance Maximizes Potential

Deep-Rooted Lender Relationships

517 various sources of debt and equity

Unparalleled Insights & Customer Care

Advocating for our clients throughout the loan lifecycle

Specialized Debt & Equity Expertise

\$80.0B U.S. Capital Markets financing in 2021

Innovative Technology

Leveraging/enabling cross-platform collaboration

Integrated Loan Servicing Platform

\$330B global commercial mortgage loan servicing portfolio

Connected Global Scale

Linking clients to capital & opportunity across the globe

+ **CBRE Structured Finance** | “outside-the-box” financing

+ **CBRE Global Loan Servicing**

\$330B
Unpaid Principal Balance

14,387
Loans

100
Investors

+ **CBRE Loan & Portfolio Sales**

\$34B

Loan and real estate portfolio sales

20

Years of transaction experience

+ **CBRE Small Balance Lending**

\$4.6B

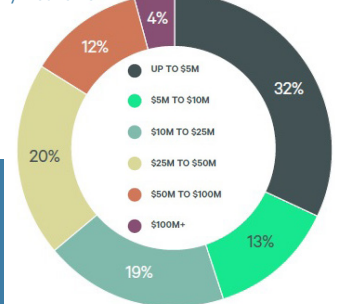
Loans Under \$10M
Originated in 2021

#1

SBL Seller for Freddie Mac in 2021 - 5th Consecutive Year

2021 U.S. Loan Origination

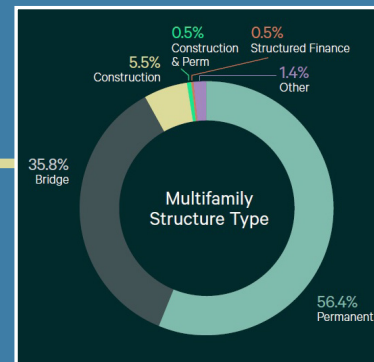
By Deal Size



\$270K → \$1.7B

Smallest Debt Transaction

Largest Debt Transaction



Covering the Entire Multifamily Debt Market

\$43.4B

2021 Total Multifamily Loan Volume

↑ 49% vs 2020

↑ 41% vs 2019

\$15.4B

2021 Multifamily Bridge Loan Volume

↑ 250% vs 2020

↑ 389% vs 2019

1,755

2021 Total Multifamily Loans

#2

Freddie Mac Originator
Fannie Mae Originator

200
Lenders

\$9.3B
Freddie Mac Financing in 2021

\$6.7B
Fannie Mae Financing in 2021

\$900M
FHA Financing in 2021

517

Different Capital Sources

261 banks

62 life company lenders

23 CMBS lenders

99 pension funds, privates

investors & debt funds

72 other sources

*Other includes: Agencies, Credit Companies and other

Investment Sales / Loan Activity 2021

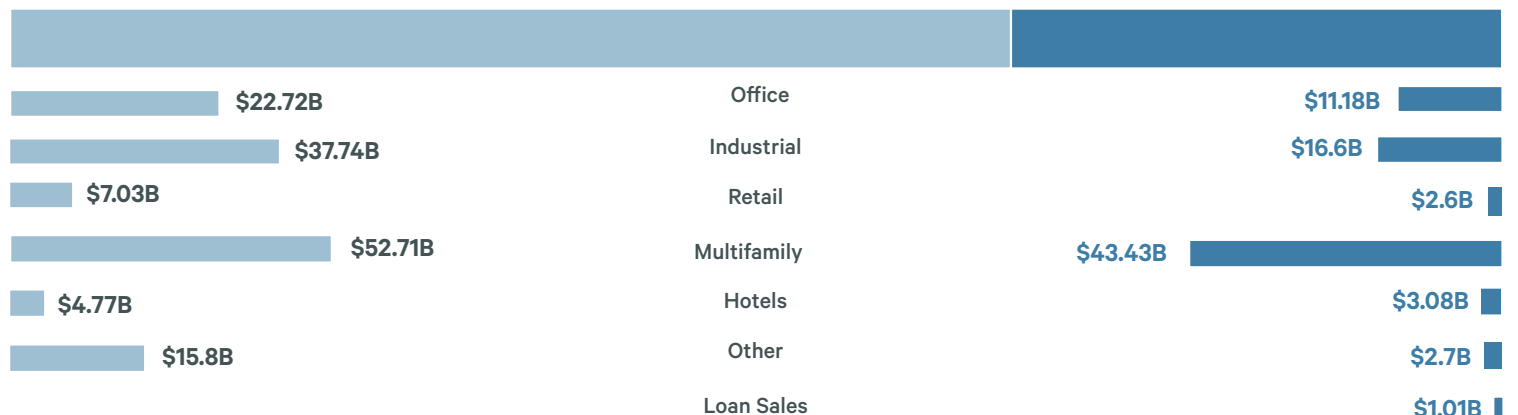


Josh Larsen

V.P. - Capital Markets
Debt & Structured Finance
+1 402 697 5861
josh.larsen@cbre.com

\$140.85B Investment Sales

\$80.0B Loan Activity



Why CBRE

- Proven track record with successful delivery of projects throughout the Omaha market and nationally
- Unrivaled market intelligence on both macro and local levels
- Strong relationships with consultants and contractors
- Experience managing complex projects

CBRE Overview

- + Industry leader
- + 85 of Fortune 100 are clients
- + Advise more Fortune 1000 clients than next three competitors combined
- + 7,216 project managers worldwide
- + Over \$500M in projects completed in Omaha since 2010
- + 351+ LEED certified professionals
- + \$92.3B capital expenses managed globally
- + 46,969 projects managed in 2020
- + 60+ countries with variable project management resources
- + Maintains the largest network of professional commercial real estate project managers worldwide

Services Overview

Our core mission is to add value for our clients at every step in the process. From planning, through design and construction, to the seamless completion of the move, our team will help you achieve your goals and save you time, money, and headaches.

Save you time.

We act as an extension of your staff through every step of the project, coordinating your needs into a well-planned, well-executed project.

Save you money.

Our professionals are experts in value engineering, assuring that your design goals are achieved in the most cost-effective manner. Our team typically saves our clients between 10-15% of total projects costs.

Save you headaches.

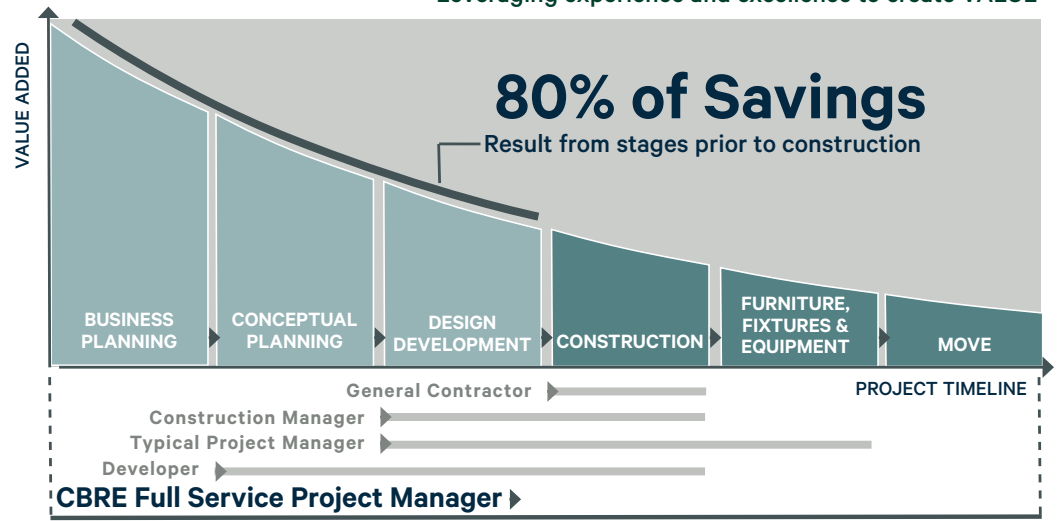
With our involvement, architects, contractors, and furniture vendors will make your project a top priority. In addition, to their preferred pricing, we will deliver their best people and their best performance.

The Process

-  1 Strategic Planning/Program Development
-  2 Evaluations and Planning
-  3 Design Coordination
-  4 Construction Management
-  5 Furniture and Equipment Coordination
-  6 Move Coordination

Value Curve

Leveraging experience and excellence to create VALUE



We have no competing agendas or interest other than to ensure that your needs and requirements are defined and delivered.

Nonprofit Experience

Ronald McDonald House Charities Expansion & Renovation Project

The Salvation Army Renaissance Village Transitional Housing

Midland University Miller Hall

Girls Inc. Supportive Housing Project



Sam Garden

Senior Director of Project Management
+1 402 557 6002
sam.garden@cbre.com



U.S. Professionals

800



U.S. Offices

90

U.S. Yearly
Assignments

70K

Assets We Value and Assess



MULTIFAMILY



INDUSTRIAL



OFFICE



HEALTHCARE



RETAIL

HOTELS &
ENTERTAINMENT

OTHER

- Quick Turnaround
- Low Cost
- USPAP & FIRREA Compliant
- Nationwide Coverage
- State Certified Appraisers with Local Expertise
- Quality Control / MAI Oversight

What Are Evaluations?

An evaluation is defined in the Inter-agency Appraisal and Evaluation Guidelines as “A valuation permitted by the Agencies’ appraisal regulations for transactions that qualify for the appraisal threshold exemption, business loan exemption, or subsequent transaction exemption.”

Unrivaled Property Appraisals & Assessments

• Industry-Leading Reports & Analyses

We empower clients to make informed business decisions by providing accurate and reliable insights backed by the most comprehensive data and professional experience.

• Trusted, Independent Advisors

We serve as independent advisors, offering a consultative approach and flexible solutions that are customizable to meet specific client requirements.

• Premier Platform & Global Scale

We cover virtually all property types and geographies, from large, multi-market portfolios to special-use assets, and can accommodate compressed deadlines and multi-year engagements.

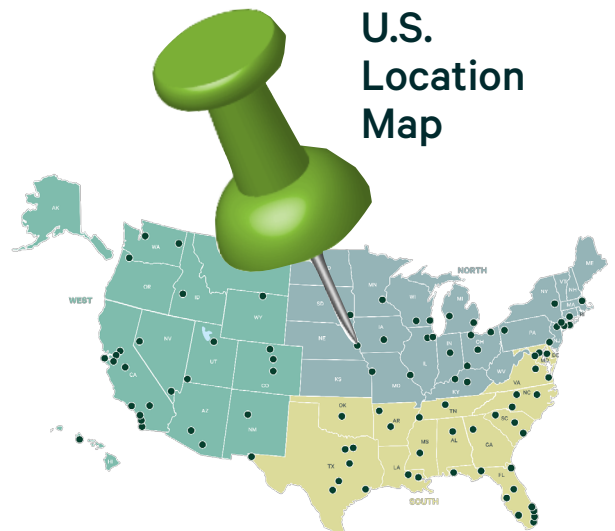
Valuation & Advisory | Appraisals

ALTERNATIVE
VALUATIONSPROPERTY & TRANSACTION
TAX SERVICESLITIGATION SUPPORT/
TESTIMONYVALUATION
PORTFOLIO SERVICESRIGHT-OF-WAY/
EMINENT DOMAINVALUATIONS FOR FINANCIAL/
TAX REPORTING

Assessment & Consulting

PROPERTY CONDITION
ASSESSMENTS (PCAS)SEISMIC/ZONING/FANNIE/
FREDDIE REPORTSENVIRONMENTAL SITE
ASSESSMENTS (ESAS)

U.S. Location Map



Scott L. Mausbach, MAI

Vice President | CBRE

Valuation & Advisory Services

+1 402 504 1406

scott.mausbach@cbre.com