



CBRE | CAPITAL MARKETS

# DEBT & STRUCTURED FINANCE CAPABILITIES OVERVIEW

BRUCE FRANCIS, JIM KORINEK, ROBERT YBARRA, DANA SUMMERS, SHAWN MOOTHART, & DOUG BIRELL



CBRE



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## TEAM OVERVIEW

As part of CBRE Capital Markets Debt & Structured Finance (DSF), our team consists of ten highly experienced production professionals with a track record of efficiently meeting clients' debt, equity, and structured finance requirements. Our Team provides expertise across all property types and capital structures while concurrently offering clients the benefit of specialization within each property sector.

The Team views each financing opportunity as a chance to serve clients as a trusted capital advisor. They focus on maximizing the value of real estate investments by not only achieving the best financing available in the marketplace, but also by presenting capital solutions customized specifically to meet clients' short- and long-term strategic goals and objectives.

As a part of CBRE, the Team also has access to the vast resources of the CBRE platform, including investment sales, marketing, valuation, research, financial consulting, property management, and leasing. By leveraging the company's global platform, the Team exposes each asset to the maximum amount of debt and equity sources while providing the best market knowledge.

This Team's experience, access to market data, and capital sources allow them to focus on meeting each client's specific capital needs. As a result, our Debt & Structured Finance Team is recognized as one of the top teams in the country.

*“As a trusted capital advisor, the Team has successfully secured over \$30 Billion in permanent loans and structured financing for their clients.”*

## TEAM 2019 YEAR-END STATISTICS



**71**  
TRANSACTIONS



**13**  
STATES CLOSED



**45**  
UNIQUE LENDERS

# MEET THE TEAM



**BRUCE FRANCIS**  
VICE CHAIRMAN

Located in Phoenix, Arizona, Bruce has over 30 years of experience in commercial real estate finance and is the qualified responsible representative for CBRE DSF in the State of Arizona. Bruce holds a Bachelor of Science in Marketing and a Master of Business Administration (Finance emphasis) from Arizona State University, and is also a member of the National Mortgage Bankers Association, ICSC, and a variety of other commercial real estate-related professional organizations. Bruce and his wife Tamara have five married children and sixteen grandchildren and like to spend their free time traveling, hiking, and spending time with their children and grandchildren.



**JIM KORINEK**  
EXECUTIVE VICE PRESIDENT

Located in San Francisco, Jim has over 35 years of experience in commercial real estate finance and investment. He joined CBRE Debt and Structured Finance in 2011 after three decades as a nationwide lender and equity investor. Jim holds a Bachelor of Arts from the University of Rochester and a Master of Planning degree with a major in Real Estate and Housing from Harvard University. Jim and his wife Dawn have one adult daughter who resides in the Bay Area, and enjoy hiking the great outdoors of California. Jim also regularly attempts to achieve the elusive goal of a satisfying golf score.



**ROBERT YBARRA**  
SENIOR VICE PRESIDENT

Located in Las Vegas, Nevada, Bob has over 22 years of experience in commercial real estate finance and is the qualified licensed broker for CBRE DSF in the State of Nevada. Bob holds a Bachelor of Science in Real Estate from Arizona State University. Bob and his wife Amy are proud parents to three very active daughters Megan, Madison, and Mia. Bob likes to spend his free time hiking or on the soccer field either watching his older girls, or coaching his youngest daughter's soccer team "Go Rainbow Unicorns."



**DANA SUMMERS**  
SENIOR VICE PRESIDENT

Located in Phoenix, Arizona, Dana has 21 years of experience in commercial real estate finance with CBRE. Dana holds a Bachelor of Science in Finance from Arizona State University. Dana is the proud father of two children, Jackson and Kaitlyn. Dana likes to spend his time golfing, hiking, or watching his son and daughter play club baseball and club volleyball.



**SHAUN MOOTHART**  
SENIOR VICE PRESIDENT

Located in Newport Beach, California, Shaun has over 16 years of experience in the commercial real estate industry. Shaun holds a Bachelor of Arts degree in Business Administration with a dual emphasis in Finance and Real Estate from the University of San Diego. Shaun and his wife Katie are proud parents to their sons Parker and Hudson and are avid world travelers.



**DOUG BIRRELL**  
SENIOR VICE PRESIDENT

Located in Salt Lake City, Utah, Doug has been with CBRE Debt and Structured Finance for more than 16 years. Doug holds a Bachelor of Arts in Business Administration and an MBA with an emphasis in Finance, both from the University of Utah. A passionate sports fan, Doug has traveled throughout the country supporting his alma mater in various sporting events. Doug enjoys hiking, playing the piano and completing bucket list activities with his family.



**KATIE DIAZ**  
VICE PRESIDENT

Located in Portland, Oregon, Katie has over 10 years of experience in the commercial real estate and corporate finance industries and joined CBRE Debt & Structured Finance in 2013. Katie holds a Bachelor of Science in Real Estate & Urban Economics from the University of Connecticut and an MBA from the University of Arizona. Katie and her husband Andrew are proud parents to their daughters Josie and Lucy, and spend their free time working on their vineyard in the Willamette Valley.



**TIM BOKINSKY**  
SENIOR  
PRODUCTION ANALYST

Located in Phoenix, Arizona, Tim joined CBRE Debt & Structured Finance shortly after graduating from Utah State University in 2018 where he obtained a Bachelor of Science in Finance with minors in Real Estate and Landscape Architecture. Tim and his wife Megan are proud parents to their son Camden and often enjoy spending their free time at sporting events and hiking with their dog Aspen.



**ANNA BRITT**  
SENIOR  
PRODUCTION ANALYST

Located in San Diego, California, Anna joined CBRE Debt & Structured Finance in 2018. Anna holds a Bachelor of Arts degree in Economics with a minor in Business Institutions from Northwestern University, where she played on the Division 1 Softball team. Anna and her husband Hunter spend their free time working out and going to the beach with their dog Penny.



**JENNIFER ANSARI**  
FINANCIAL ANALYST

Located in Newport Beach, California, Jennifer originally joined CBRE's Financial Consulting Group as a Financial Analyst in January 2004. Jennifer holds a Bachelor of Arts degree in Economics with a minor in Business Management from the University of California, Irvine, and is a licensed California Real Estate Broker. She is the proud mother to three children, Alexander, Ava, and Andrew. In her free time, Jennifer enjoys being active, volunteering, and attending her son's basketball games.

# RECENT REPRESENTATIVE TEAM TRANSACTIONS

## THE ELEMENT



### MULTIFAMILY

Location:	Kauai, HI
Loan:	\$121,905,000
Lender Type:	Bank

## HILTON & WALDORF ASTORIA HOTEL



### HOTEL

Location:	Orlando, FL
Loan:	\$85,000,000
Lender Type:	Bank/Pension Fund

## APOLLO WORLD HEADQUARTERS



### OFFICE

Location:	Phoenix, AZ
Loan:	\$91,500,000
Lender Type:	Pension Fund

## TOWNSEND HOTEL



### HOTEL

Location:	Birmingham, MI
Loan:	\$35,000,000
Lender Type:	CMBS

## ENCINO OFFICE PARK



### OFFICE

Location:	Encino, CA
Loan:	\$42,400,000
Lender Type:	Bank

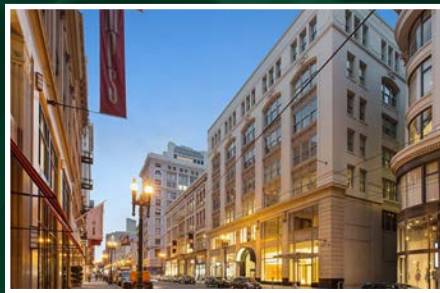
## WESTBAY OFFICE PARK



### OFFICE

Location:	Las Vegas, NV
Loan:	\$15,675,000
Lender Type:	CMBS

## 150 POST



### OFFICE/RETAIL

Location:	San Francisco, CA
Loan:	\$78,500,000
Lender Type:	Debt Fund

## BELLA VICTORIA



### MULTIFAMILY

Location:	Mesa, AZ
Loan:	\$34,000,000
Lender Type:	Life Company

## SORENSEN XII



### OFFICE

Location:	Salt Lake City, UT
Loan:	\$11,147,000
Lender Type:	Credit Union

### CENTRAL ARTS PLAZA



#### OFFICE

Location:	Phoenix, AZ
Loan:	\$59,350,000
Lender Type:	Pension Fund

### HOME2SUITES



#### HOSPITALITY

Location:	Garden Grove, CA
Loan:	\$15,540,000
Lender Type:	Bank

### NORTH RANCH GATEWAY



#### RETAIL

Location:	Westlake Village, CA
Loan:	\$25,900,000
Lender Type:	Pension Fund

### TRIANGLE CENTER



#### RETAIL

Location:	Longview, WA
Loan:	\$27,988,000
Lender Type:	CMBS

### PACIFIC CENTER



#### OFFICE

Location:	Portland, OR
Loan:	\$40,000,000
Lender Type:	Life Company

### DANIA POINTE MARRIOTT & AC HOTEL



#### HOTEL

Location:	Fort Lauderdale, FL
Loan:	\$52,500,000
Lender Type:	Bank

### CITY SQUARE



#### OFFICE

Location:	Phoenix, AZ
Loan:	\$51,357,000
Lender Type:	Bank

### LA PALMA



#### INDUSTRIAL

Location:	Anaheim, CA
Loan:	\$6,000,000
Lender Type:	Life Company

### PARK ONE

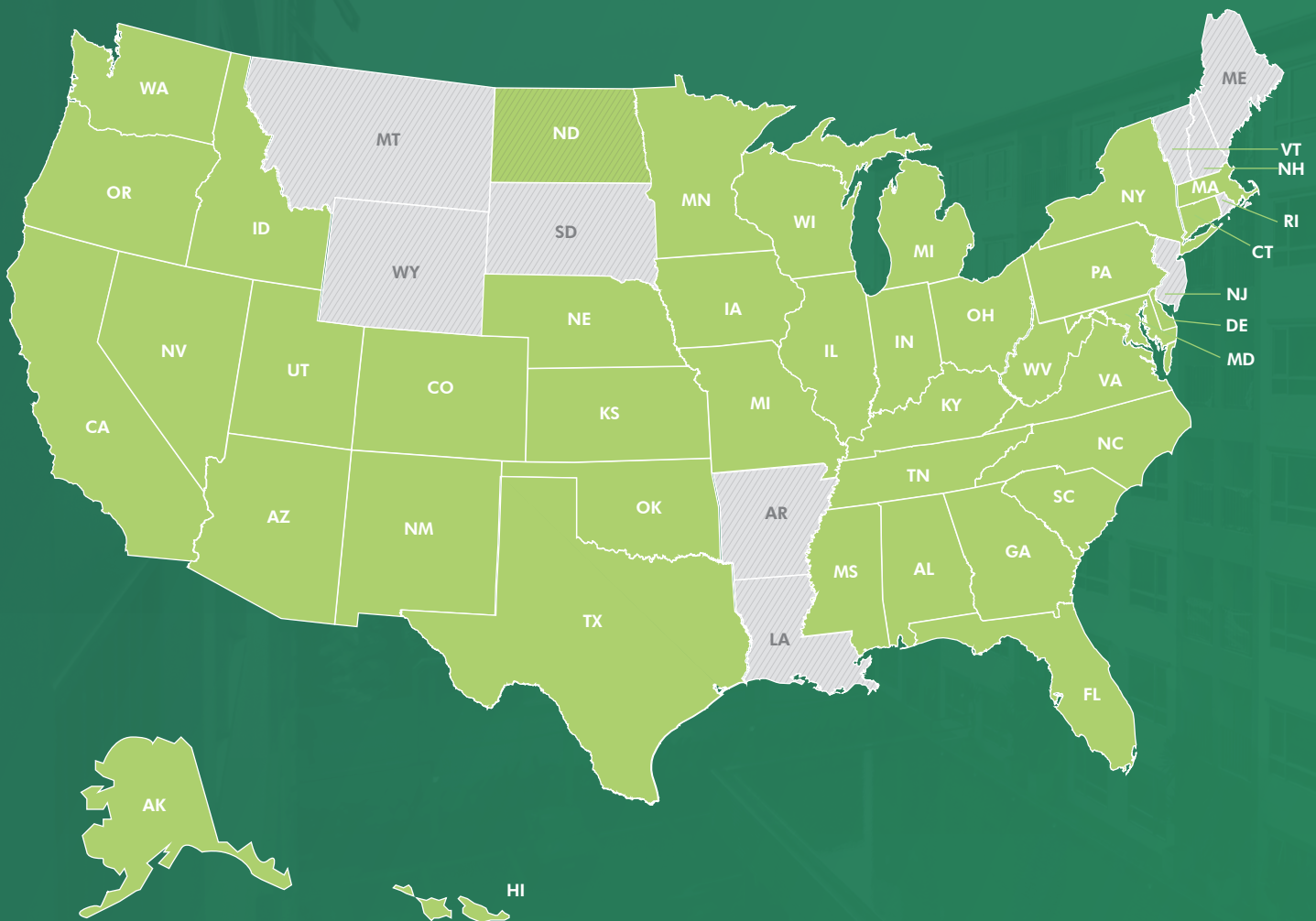


#### OFFICE

Location:	Phoenix, AZ
Loan:	\$33,843,000
Lender Type:	Bank

# NATIONWIDE COVERAGE

OVER THE YEARS, OUR TEAM HAS CLOSED OVER  
**\$30 BILLION** IN LOANS ACROSS **40 STATES**



- CLOSED LOANS
- STATES WITHOUT CLOSINGS



# CBRE CORPORATE OVERVIEW: 2019 WORLDWIDE BUSINESS ACTIVITY

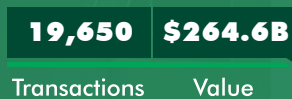
*CBRE has been included in the Fortune 500 since 2008, ranking #128 in 2020*

## COVERAGE



## TRANSACTIONS

### SALES



### LEASING



### TOTAL TRANSACTION VALUE

Property & Corp Facilities Managed <sup>d</sup>	Loan Originations <sup>f</sup>	Loan Servicing	Investment Assets Under Management	Development in Process	Valuation & Advisory Assignments <sup>g</sup>	Project Management Contract Value
<b>6.8B SF</b>	<b>\$58.0B</b>	<b>\$230.1B</b>	<b>\$112.9B</b>	<b>\$13.0B</b>	<b>546,650</b>	<b>\$124.3B</b>

*“CBRE’s capabilities extend broader than any other real estate services provider, offering unparalleled tools and resources, leverage, credibility, market coverage and local expertise.”*

a. excludes affiliate offices, strategic alliances and affiliate employees  
 b. excludes affiliate sales & leasing professionals; includes mortgage brokerage professionals  
 c. includes countries with owned offices, affiliate offices and GWS professionals working at client locations excludes square feet  
 d. managed by affiliate offices  
 e. includes 286,975 residential valuation assignments in Asia Pacific

# CBRE CAPITAL MARKETS OVERVIEW

**CBRE CAPITAL MARKETS** combines investment sales, financing and advisory for all property types in a cohesive, cross-disciplinary service offering, driving superior client outcomes amid swiftly evolving markets and transformational change.

**CBRE PROPERTY SALES** offers customized investment dispositions, acquisition and recapitalization services, together with industry-leading, proprietary intelligence, to connect investors to the right properties at the right time.

**CBRE DEBT & STRUCTURED FINANCE** synthesizes a global ecosystem of lenders and capital sources to provide debt and equity financing to developers and owners for all property types, achieving the best financing terms for our clients.

**CBRE CAPITAL ADVISORS** solves critical business problems for clients by providing investor access and strategic advice across the spectrum of real estate investment banking activities, including M&A advisory, equity placement, secondary LP trading and investment advisory.

## PROVEN TRACK RECORD 2019 FIGURES



Source: Real Capital Analytics

**#1 Brokerage Firm 14 Years In A Row**

## VALUE DELIVERED

CBRE Capital Markets provides proactive insights and executable strategies to unlock hidden value, drive returns and enhance outcomes for clients' real estate investments, in all geographies and across all asset classes. Our trusted, tenured experts seamlessly collaborate and mobilize to help clients connect to global opportunities, and navigate the constant changes happening across markets.

## KEY DIFFERENTIATORS

**ACCESS TO CAPITAL:** CBRE Capital Markets offers an integrated global network of 2,900 professionals, providing local and crossborder expertise in 480 offices worldwide. CBRE's world-class reputation and long-standing relationships with investors and capital sources translates into swift and flawless execution for clients.

**CONNECTED GLOBAL SCALE:** With leadership in every major global market, CBRE's professionals bridge cultural and organizational boundaries through our global enterprise to share intelligence and connect clients to opportunities in every market across the globe.

**INNOVATIVE TECHNOLOGY:** CBRE's end-to-end technology platform delivers executable insights and unconventional strategies, gleaned from a torrent of market data powered by technologies like CBRE Deal Flow our listing and marketing platform. CBRE also actively leverages the latest in virtual and augmented reality to differentiate assets in the marketplace.

**SPECIALIZED EXPERTISE:** CBRE's deep bench of strategic advisors are market and sector specialists with a unique and intimate understanding of buyers' needs and motivations. They go beyond the transactional and are committed to serving the client's strategic objectives, escorting capital to products and markets that meet investment goals.

**POWERFUL INSIGHTS:** With continuous surveillance and monitoring of market conditions worldwide, CBRE captures unrivaled institutional knowledge across markets, industries and asset classes. Our professionals have the power to quickly extract and synthesize both visible and invisible data, connecting the dots and crafting thought-leading perspectives that drive informed decision-making for clients.

**INTEGRATED INVESTOR PLATFORM:** CBRE offers a complete spectrum of integrated capital services, including fundraising, deal sourcing, structured financing, repositioning, agency leasing, property accounting and disposition. CBRE aligns these services for investor clients to unlock the power and potential of real estate across its entire lifecycle.

# CBRE DEBT & STRUCTURED FINANCE OVERVIEW

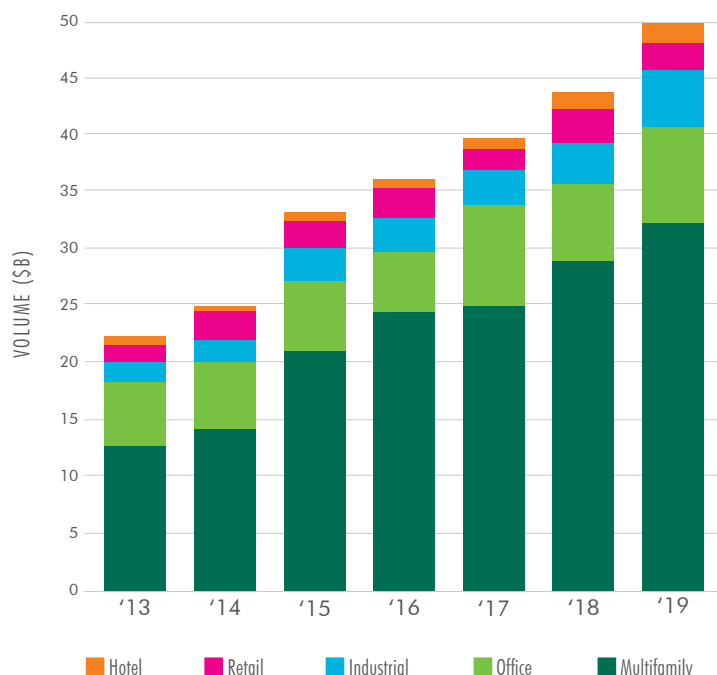
The high level of expertise and individual client commitment of CBRE Debt & Structured Finance is illustrated by the activity levels achieved for 2019. During this period, Debt & Structured Finance professionals completed \$50 billion in loan originations and loan sales and serviced \$230 billion in loans on a national level. We are experienced in securing funding and servicing loans for all property types.

Through correspondent relationships with numerous domestic and international investors, funding options are available to developers and owners of commercial properties worldwide, including:

- Fixed-rate & floating loans
- Construction loans
- Forward loans
- Equity
- Participating loans

The key to successful financing is effectively combining a consultative market perspective with innovative financing strategies. Our service cycle begins with a thorough and accurate situation analysis, followed by innovative strategy development and a focused implementation. With specific experience in office, industrial, multifamily, hotel and retail property financing, we consistently deliver optimal financing regardless of asset type.

## CBRE 2019 U.S. FINANCING VOLUME (\$B)



Financing Data Provided by CBRE DSF, Mortgage Rate Data According to RCA

## CBRE 2019 U.S. FINANCING VOLUME (\$B)

PROPERTY NAME	2013	2014	2015	2016	2017	2018	2019	TOTAL
Multifamily	\$12.8	\$14.3	\$21.4	\$24.1	\$24.6	\$29.6	\$30.4	\$157.2
Office	\$5.5	\$6.0	\$5.7	\$5.7	\$9.2	\$6.9	\$8.5	\$347.5
Industrial	\$1.4	\$1.6	\$3.0	\$2.5	\$3.2	\$3.4	\$5.0	\$20.1
Retail	\$1.8	\$2.1	\$2.2	\$2.7	\$1.5	\$2.0	\$2.6	\$14.9
Hotel	\$0.4	\$0.7	\$0.5	\$0.7	\$0.8	\$1.4	\$1.4	\$5.9
Total*	\$21.9	\$24.7	\$32.8	\$35.7	\$39.4	\$43.3	\$50.1	\$247.9

\*Total Excludes "Special Purpose" and "Other"

# OUR TEAM

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