

NEWMARK

Newmark
Multifamily
Central Texas

ABOUT US



WHY NEWMARK

Multifamily Capital Markets Central Texas

- Six experienced local brokers will spend a great deal of time/effort delivering the highest price that the market will bear
- Cross reference recent like/kind asset buyers to generate more exposure
- Leverage our national/international database to garner exposure to institutions and high net worth core asset buyers
- Boots on the ground: Matt Michelson was born, raised, and lives in San Antonio
- Our in-house mortgage broker team, led by Matt Greer, will work with our investment sales team seamlessly to help buyers obtain financing
- We proactively find buyers and sell an asset (opposed to the e-blast/react method used by our competition)

Great Deal of Experience Executing Successful Dispositions in a Challenging Environment

- Thornton Flats (Austin)
- Cortland Southpark Terraces (Austin)
- The Sterling at Oak Hills (San Antonio)
- The Park on Brodie Lane (Austin)
- The Warner (Austin)
- Hawthorne Riverside (San Antonio)
- Trove Eastside (Austin)
- AMLI 5350 (Austin)
- Soap Factory (San Antonio)
- Water Oak (Austin)
- The Flats at Big Tex (San Antonio)
- Cortland View at TPC (San Antonio)
- South Congress Commons (Austin)
- Augusta Flats (San Antonio)
- Treehouse (Austin)
- Arya Grove (San Antonio)

Newmark is an Expert at Procuring Unique Buyers

- Thornton Flats – procured above-market offers from buyers executing a condo conversion strategy
- AMLI 5350 – procured multiple fund bidders resulting in an all cash 45-day close (final purchase price increased 7% from initial offer)
- Alexan Springdale – procured a family office buyer at over \$300K per unit for late stage lease-up sale
- The Grand - procured a 1031 exchange private buyer to set San Antonio price record for '80s product at \$125,000 per unit
- Ridgeline Rogers Ranch - procured a foreign buyer who beat out institutional bidders by almost \$2M in the best and final round
- Agave - procured private wealthy family and first time San Antonio buyer at record-setting pricing; worked through challenging fire situation

Central Texas Team
by the Numbers (2012- Present)

\$14.2B+
Sales Volume

96,842
Units Sold

105+
Years Combined Experience

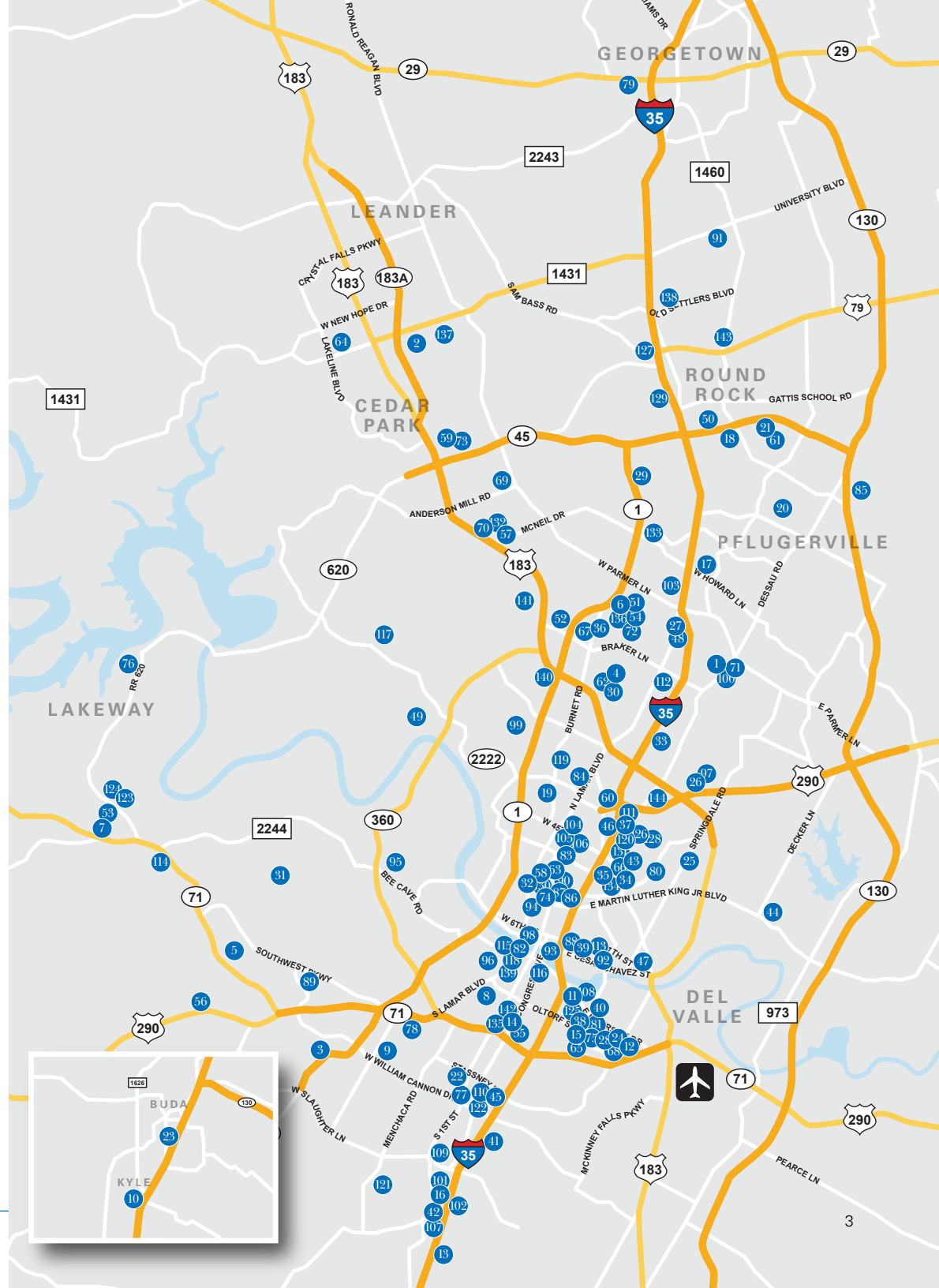
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Offices Covering Central Texas

WHY NEWMARK

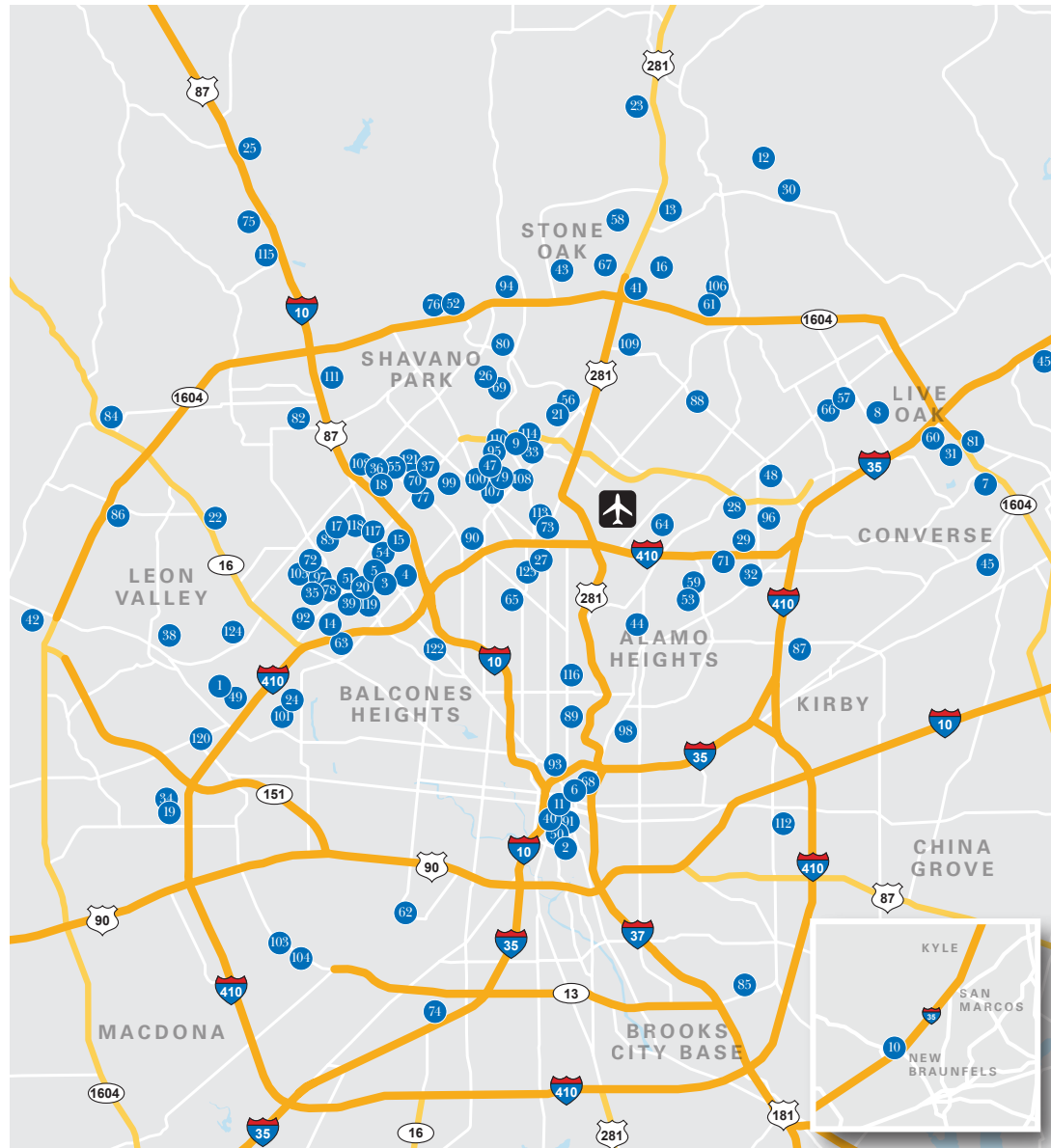
Austin Sales Experience

1. Marquis at Canyon Ridge- 264 units
2. The Alden at Cedar Park- 349 units*
3. Nichols Park- 200 units
4. Brook Meadow Village- 156 units
5. Landmark Conservancy- 240 units
6. Twelve100- 384 units**
7. Brisa Townhomes- 126 units
8. Thornton Flats- 104 units
9. The Park on Brodie Lane- 290 units
10. Oaks on Marketplace- 254 units*
11. Solaris- 562 units
12. Trove Eastside- 280 units*
13. Water Oak- 292 units
14. South Congress Commons- 68 units*
15. Treehouse- 297 units*
16. Cortland Southpark Terraces- 244 units*
17. Villas Tech Ridge- 350 units
18. The Warner- 336 units
19. AMLI 5350- 175 units
20. Autumn Ranch on Swenson Farms- 336 units**
21. Montelena- 232 units*
22. The Enclave- 90 units*
23. Trails at Buda Ranch- 264 units
24. Henley Riverside- 368 units*
25. Alexan Springdale- 251 units
26. Creekstone- 284 units
27. Heritage Woods- 298 units
28. Radius on Grove- 156 units*
29. Preserve at Rolling Oaks- 494 units***
30. The Berkley- 72 units***
31. Barton Creek Villas- 250 units**
32. Pease Parkside- 95 units*
33. Park at Stone Creek- 420 units*
34. Kensington- 149 units
35. Delwood Station- 74 units**
36. Modera Domain- 354 units
37. Highgrove- 313 units
38. Sofia- 210 units*
39. Eastside Station- 330 units**
40. Estates & Village at East Riverside- 846 units
41. Concord- 346 units*
42. The Haywood- 372 units
43. Overture Mueller- 201 units
44. Citizen House Decker- 324 units
45. Agave at South Congress- 195 units*
46. Harmon Square- 74 units*
47. Nexus East- 352 units
48. Walnut Park- 277 units
49. West Lake Vistas- 334 units*
50. Cordevalle- 280 units
51. Enclave at Water's Edge- 184 units**
52. Ascent Arboretum- 330 units*
53. Estates at Bee Cave- 316 units*
54. Northstar- 200 units
55. The Davis SoCo- 374 units**
56. Fox Hill- 288 units*
57. SoNa- 164 units**
58. Rio West- 74 units*
59. The Elizabeth- 373 units
60. Elan Parkside- 309 units
61. Villas at Spring Trails- 270 units
62. Retama Trace- 42 units
63. 30th Street Townhomes- 12 units*
64. Whitestone Crossing- 120 units
65. Ellie- 344 units*
66. Mosaic at Mueller- 433 units*
67. Flatiron Domain- 364 units
68. The Monroe- 223 units
69. Broadstone 8 One Hundred- 376 units*
70. Elan Apartment Homes- 270 units
71. Parmer Place- 290 units
72. Bradford Pointe- 264 units
73. The Michael at Presidio- 415 units
74. Moontower- 166 units
75. The Aspect by Cortland- 308 units*
76. Travis at the Lake- 312 units
77. Regency Park- 528 units*
78. Sunset Trail- 37 units
79. Hillstone at Wolf Ranch- 332 units
80. Mueller Square- 58 units**
81. Hawthorne at the District- 284 units
82. 422 at the Lake- 207 units
83. Plaza 38- 48 units
84. Romeria Place- 36 units
85. Estraya Falcon Pointe- 324 units
86. Grand Oak- 35 units
87. Great Oak- 27 units
88. Corazon- 256 units
89. Hanover Oak Hill- 370 units
90. Casa del Rio- 32 units
91. The Ace- 330 units
92. Alexan E6- 208 units
93. The Millennium Rainey- 326 units
94. Skyloft- 212 units
95. Redbud Cove- 15 units
96. Zilker Place- 23 units
97. Reserve at Walnut Creek- 284 units*
98. Gables West Avenue- 239 units
99. Northwest Hills- 314 units
100. Ascent North- 460 units*
101. Estates at Southpark Meadows- 426 units
102. Farmhouse- 235 units
103. Villages of Sage Creek- 450 units*
104. 45 Flats- 67 units
105. Hyde Park Place- 40 units
106. 43 Hyde Park- 29 units
107. The Landing at Double Creek- 293 units*
108. Lakeshore Pearl- 230 units*
109. Waterstone- 308 units*
110. Austin City Lights- 352 units
111. The Legacy- 138 units
112. Lotus Village- 222 units*
113. 7East- 186 units
114. Paseo at Bee Cave- 293 units*
115. Zilkr on the Park- 213 units
116. CityView at SoCo- 253 units***
117. Promesa- 289 units*
118. Hanover South Lamar- 340 units
119. Burnet Marketplace- 343 units
120. Mueller 52- 40 units
121. Remington Hills- 208 units
122. Abacus Southside- 140 units
123. Cielo- 326 units
124. Madrone- 226 units
125. The Current- 300 units**
126. Red Oak- 24 units
127. Brushy Creek Village- 112 units
128. Wellington Palms- 86 units
129. Brookfield- 144 units
130. Crest at Pearl- 141 units
131. Elements at Mueller- 301 units
132. Martha's Vineyard- 360 units
133. Camden Ridgecrest- 284 units
134. Elan East- 251 units
135. Tree- 335 units
136. Northland at Stonehollow- 606 units
137. Allure- 334 units
138. Marquis Round Rock- 224 units*
139. Townhollow- 77 units
140. Arbor at Tallwood- 120 units
141. Museo- 276 units
142. The Establishment- 140 units
143. Century Palm Valley- 340
144. Las Colinas- 177 units*

Oct '13 to Present | *Sold 2x | **Sold 3x | ***Sold 4x



San Antonio Sales Experience



\$9.7B+

Closed, Contracted, or Financed by Newmark Multifamily Central Texas 2021-2024

Newmark is the most active broker in San Antonio.

- | | |
|--|---|
| <ol style="list-style-type: none"> 1. The Allure- 268 units* 2. The Flats at Big Tex- 336 units* 3. Villas of Oak Creste- 280 units* 4. Songbird- 262 units* 5. The Sterling at Oak Hills- 330 units* 6. Augusta Flats- 260 units* 7. Arya Grove- 308 units** 8. O'Connor Oaks- 165 units* 9. Las Brisas- 176 units 10. Hawthorne Riverside- 164 units* 11. Soap Factory- 381 units* 12. Cortland View at TPC- 384 units 13. Archer Stone Canyon- 228 units** 14. Diamond Ridge- 304 units 15. Signature Ridge- 612 units*** 16. The Redland- 276 units 17. Spice Creek- 192 units 18. The Clara- 300 units* 19. The Maxwell- 336 units 20. Flats at Oak Hills- 57 units* 21. Gardens at West- 252 units* 22. Trailside- 240 units 23. Regency at Stone Oak- 320 units** 24. Viva Max- 240 units 25. Grand at the Dominion- 320 units* 26. Carmel at Deerfield- 228 units* 27. The Grove at Rampart- 64 units* 28. San Mateo- 252 units 29. Heights on Perrin- 384 units* 30. ReNew at TPC- 408 units* 31. Live Oak Place- 308 units** 32. Alamo Park- 309 units 33. The Grove- 275 units* 34. Westlake Villas- 324 units 35. The Palazzo- 92 units 36. The Joseph at Huebner- 192 units* 37. Maxwell Townhomes- 318 units 38. Villas de Sendero- 209 units** 39. Highpoint South- 100 units 40. Encore SoFlo- 339 units 41. The Standard at Legacy- 323 units 42. Solea Alamo Ranch- 184 units 43. Overture Stone Oak- 143 units 44. Magnolia Heights- 149 units 45. Waterford Park- 224 units* 46. Retreat at Chelsea Park- 280 units 47. Castle Hills Townhomes- 148 units 48. Sedona Canyon- 296 units** 49. The Preserve at Westover Hills- 276 units 50. Southtown Flats- 229 units 51. Hawthorne House- 276 units 52. The Villas at Rogers Ranch- 246 units 53. The Bowie- 56 units 54. Preston Peak- 596 units* 55. The Henry B- 198 units** 56. The Blair at Bitters- 190 units** 57. Rio @ 1604- 132 units* 58. Aura Stone Oak- 375 units 59. Urban Crest- 232 units 60. The Heritage- 305 units* 61. Lenox Overlook- 338 units 62. Preserve at the Port- 420 units 63. The Connally- 152 units* 64. Uptown Heights- 64 units* | <ol style="list-style-type: none"> 65. Presidio Flats- 130 units* 66. The Grand- 136 units 67. Lenox Stone Oak- 312 units 68. Rivera- 302 units 69. Park at Walkers Ranch- 300 units* 70. The Jax- 322 units 71. Oasis at Oakwell- 252 units** 72. Oakdell Way- 100 units 73. Escondido Village- 388 Units 74. Rio Springs- 240 units 75. Belleza at Cresta Bella- 288 units 76. Ridgeline at Rogers Ranch- 299 units 77. Woodbridge- 253 units 78. Terrain at Medical Center- 224 units 79. Avesta ICON- 256 units** 80. Panther Springs- 92 units* 81. Retama Ranch- 246 units 82. Monterra- 352 units 83. Whispering Creek Villas- 256 units 84. Elm Hollow- 224 units* 85. Sereno Park- 204 units 86. Brynwood- 276 units 87. Park on Goldfield- 204 units* 88. Hillside Canyon- 114 units* 89. 205 Huisache- 22 units 90. Jackson Square- 135 units 91. Agave- 349 units 92. Hidden Meadow- 159 units 93. Linda- 70 units 94. Costa Bella- 344 units 95. Vizcaya- 256 units 96. Sungate Villas- 66 units 97. Crescent Oaks at Medical- 224 units 98. M on Mulberry- 94 units 99. Whispering Oaks- 346 units* 100. Amesbury at Deerfield- 284 units 101. Bell Tower- 104 units 102. Ventana- 390 units 103. Crestwood- 152 units 104. Whitewood Oaks- 130 units 105. Seven Oaks- 254 units 106. NoBU Station- 474 units 107. Parliament Bend- 232 units 108. Park West- 327 units 109. Remington- 158 units 110. Summer Oaks- 256 units 111. San Miguel- 330 units 112. The Ivy- 140 units 113. Sunray- 319 units 114. Bear Creek- 147 units 115. Vista Ridge- 271 units 116. Rosemont- 144 units 117. Fountains- 101 units 118. Bent Tree- 272 units 119. Carlyle Place- 184 units 120. Westover Oaks- 256 units 121. Providence at Wall Street- 232 units 122. De Chantle- 39 units 123. Castle Hills- 60 units 124. Lodge at Timberhill- 108 units |
|--|---|

Aug '12 to Present | *Sold 2x | **Sold 3x | ***Sold 4x

First Time Buyers in Austin

Newmark is an expert at attracting and directing new buyers to Austin. Our team will leverage our international, national, and statewide investor database to expose your asset to new buyers.

DENVER

TREELINE MULTIFAMILY PARTNERS

VANCOUVER

ERGAS REAL ESTATE GROUP

SEATTLE

WEIDNER

DALLAS

SPI ADVISORY
WINN PROPERTIES
ELIZABETH GROUP

DURANGO

GF PROPERTIES GROUP

SAN FRANCISCO

BELVERON

LOS ANGELES

GOLDRICH KEST
CBRE GLOBAL INVESTORS
MANDELBAUM & ASSOCIATES
SQUARE HOUSE CAPITAL
DREAMFIELD CAPITAL

AUSTIN

WILDHORN CAPITAL
ENDEAVOR REAL ESTATE GROUP
SENDERA
CHRISTOPHER INVESTMENTS

HOUSTON

HILLTOP RESIDENTIAL
NITYA CAPITAL

CHICAGO

MESIROW FINANCIAL
HEITMAN

TORONTO

STARLIGHT INVESTMENTS
PRISM MULTIFAMILY GROUP

DAYTON

THE CONNOR GROUP

BOSTON

AEW

NEW YORK

JEM HOLDINGS
STERLING EQUITIES
PRAEDIUM
PHOENIX REALTY GROUP

BALTIMORE

THE FALLSTAFF GROUP

ARLINGTON

AVALONBAY COMMUNITIES

ATLANTA

RANGEWATER
CORTLAND

MONTGOMERY

B&M MANAGEMENT

SAN ANTONIO

INTERNACIONAL

AUSTIN

First Time Buyers in San Antonio

Newmark is an expert at attracting and directing new buyers to San Antonio. Our team will leverage our international, national, and statewide investor database to expose your asset to new buyers.

DENVER

TREELINE MULTIFAMILY PARTNERS
FIRST CAPITAL ADVISORS

VANCOUVER

WESTERN WEALTH

LITTLETON

PLATTE CANYON CAPITAL

DALLAS

KNIGHTVEST
KANESVILLE CAPITAL

HOUSTON

BARVIN GROUP
HILLTOP RESIDENTIAL

HENDERSON

QUARRY CAPITAL

LOS ANGELES

EHRlich INVESTMENT TRUST
TURNER IMPACT GROUP

AUSTIN

WILDHORN CAPITAL
PARAVEL CAPITAL
TERRAIN CAPITAL PARTNERS

SAN ANTONIO

AHV COMMUNITIES

CHICAGO

ACCEND COMPANIES
MORNINGSIDE EQUITIES GROUP

DAYTON

THE CONNOR GROUP

NEW YORK

CASTLE LANTERRA
RIVER ROCK CAPITAL
REALTY GAINS
CYCLONE INVESTMENT GROUP

BOSTON

GID

LAKEWOOD

STRATEGIC PROPERTIES
OF NORTH AMERICA

ST. MICHAELS

CHASSEUR REALTY PARTNERS

BETHESDA

RAILFIELD REALTY PARTNERS

CHARLOTTE

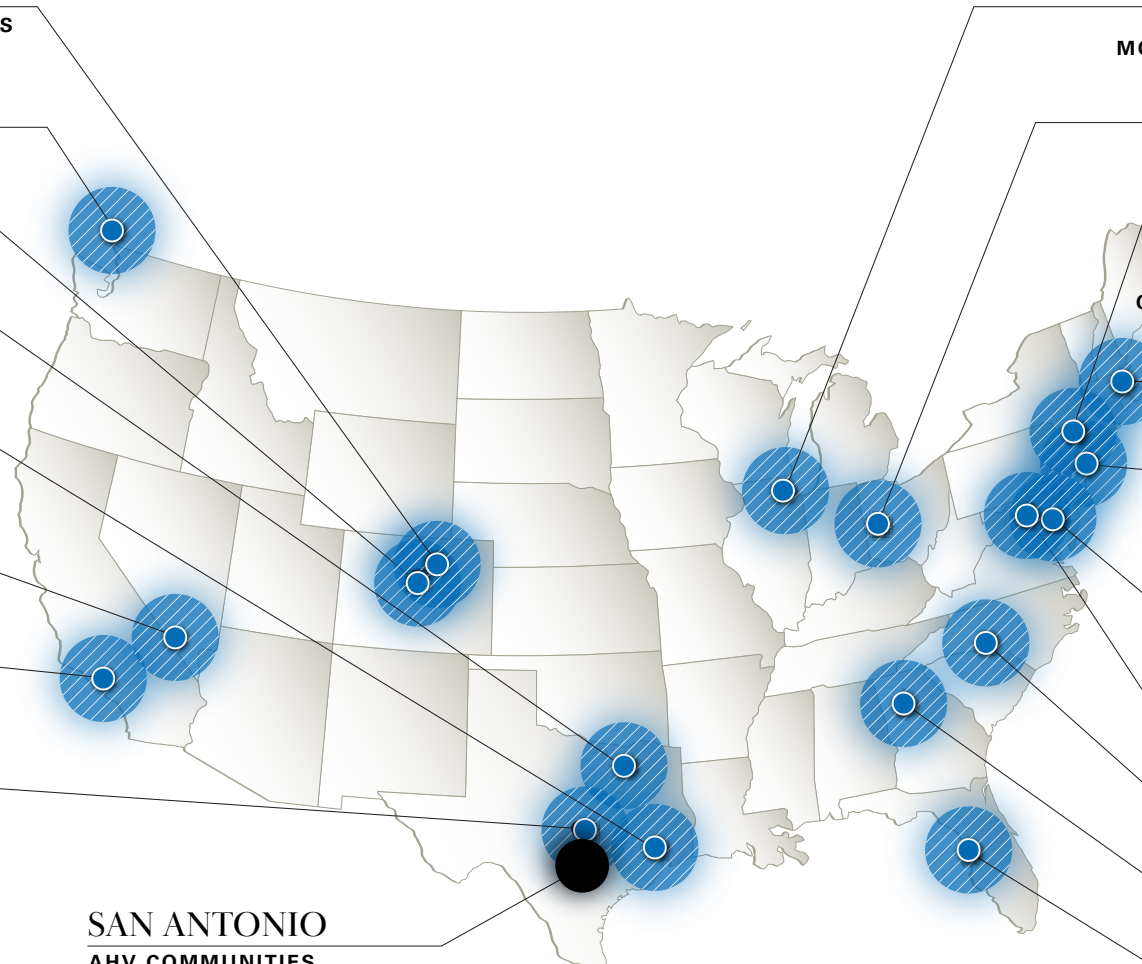
QC CAPITAL

ATLANTA

BENIMAX

TAMPA

AVESTA



Team Rankings & Awards

AUSTIN BUSINESS JOURNAL

- 2 HEAVY HITTERS, 2024¹
- 1 HEAVY HITTERS, 2023¹
- 1 HEAVY HITTERS, 2022¹
- 2 HEAVY HITTERS, 2021¹

AUSTIN BUSINESS JOURNAL

- 4 COMMERCIAL REAL ESTATE BROKERAGE FIRM, 2023²
- 3 COMMERCIAL REAL ESTATE BROKERAGE FIRM, 2022²
- 4 COMMERCIAL REAL ESTATE BROKERAGE FIRM, 2021²
- 3 COMMERCIAL REAL ESTATE BROKERAGE FIRM, 2020²

SAN ANTONIO BUSINESS JOURNAL

- 2 HEAVY HITTERS, 2024³
- 2 HEAVY HITTERS, 2023³
- 1 HEAVY HITTERS, 2022³
- 1 HEAVY HITTERS, 2021³
- 2 HEAVY HITTERS, 2020³

SAN ANTONIO BUSINESS JOURNAL

- 3 COMMERCIAL REAL ESTATE BROKERAGE FIRM, 2022⁴
- 3 COMMERCIAL REAL ESTATE BROKERAGE FIRM, 2021⁴
- 2 COMMERCIAL REAL ESTATE BROKERAGE FIRM, 2019⁴



MULTIFAMILY TRANSACTION OF THE YEAR, 2022
MULTIFAMILY TRANSACTION OF THE YEAR, 2018



TOP BROKER AWARD - TEAM, 2023
TOP BROKER AWARD, 2021⁵



TOP SALES FIRM

2018-2024

Real Estate Alert

#1 AUSTIN MULTIFAMILY BROKER

2023



TEXAS ICON, 2022⁵

NEWMARK

NATIONAL MULTIHOUSING
BROKER OF THE YEAR^{5,6}

2015-2018

1 ranked by # of units sold

2 ranked by transaction values of sales & leases

3 ranked by total gross dollar volume generated

4 ranked by total real estate sales volume

5 awarded to Patton Jones

6 award only given out 2015-2018

Team Overview

INVESTMENT SALES



Patton Jones
Vice Chairman



Matt Michelson
Executive Managing Director



Jim Young
Senior Managing Director



Andrew Dickson
Managing Director



Andrew Childers
Senior Managing Director

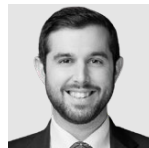


Steven Boice
Director

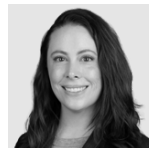
PRODUCTION & TRANSACTION SUPPORT



Nathan Wilder
Director



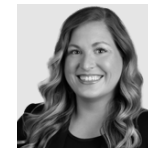
Michael Cervenka
Associate



Michelle Davidson
Director of Marketing, Texas



Joe Rodriguez
Senior Marketing Coordinator



Lauren Capponi
Marketing Specialist

DEBT & STRUCTURED FINANCE



Matt Greer
Vice Chairman



Andrew Wilson
Director



Madeline Tucker
Associate

Team Profiles



PATTON JONES

Vice Chairman

Patton K. Jones, Vice Chairman of Newmark’s Central Texas office, leads the Austin and San Antonio conventional multifamily capital markets team, which specializes in multifamily investment sales, land, equity and debt. Jones oversees business development, market research and all aspects of property disposition. The collective business lines produce roughly \$2 billion in sales annually. Jones is often recognized as a top producing broker for the multifamily investment sales team company-wide.

Prior to joining Newmark, Jones was co-founder of an aviation parts company. He lived and worked in London and Hong Kong and was responsible for sales in 33 countries. The company grew 9,200% in three years and was the winner of numerous business awards: It ranked No. 1 in “Houston’s 100 Fastest-Growing Businesses” in 1999 by the Houston Chronicle, ranked No. 7 in Dun & Bradstreet and Entrepreneur magazine’s “Hot 100, America’s Fastest-Growing New Businesses 1999,” and was recognized as having one of the aviation industry’s best web sites by Forbes Magazine in 2000. Additionally, Jones’s past work experience includes single-family patio home development, energy trading and serving as an international sales manager for a Fortune 500 tech firm.

Jones graduated from the University of Texas at Austin, where he earned a bachelor’s degree in political science.



MATT MICHELSON

Executive Managing Director

Matt Michelson serves as the Executive Managing Director, focusing on multifamily capital markets within the Central Texas region. Based in San Antonio, he plays a pivotal role in the team, managing transactions that span San Antonio and Austin. Since joining the company in 2007, Michelson has been directly involved in over \$16 billion of multifamily transactions.

Michelson’s responsibilities involve business development, market analysis, and the strategic pricing of assets. His comprehensive involvement ensures seamless negotiation and transaction closures. His unique position within Central Texas highlights his expertise and commitment to serving the San Antonio and Austin market efficiently. Prior to joining Newmark, Michelson worked in investment sales with a large national brokerage firm, bringing valuable insights and experience to his current responsibilities. Michelson’s presence strengthens the company’s strategic initiatives in one of the region’s most dynamic markets.

Michelson attended Baylor University and graduated with a BA in Political Science.

Team Profiles (continued)



JIM YOUNG

Senior Managing Director

Jim Young, Senior Managing Director of Newmark's Central Texas office, was born and raised in Austin, TX and has been in the multifamily investment sales business since 2010. Young specializes in value-add product and private client services. His responsibilities include originating and managing investment sales transactions including new business development, pricing strategies, marketing, as well as negotiating and closing transactions.

Since 2010, he has been involved in over 300 transactions, representing over \$2.5 billion in multifamily real estate in Central Texas. He was recently honored with Newmark's Rising Stars Top 5 Performer award.

Young graduated with honors from Baylor University in Waco, Texas. He also attended the University of Maastricht in Maastricht, The Netherlands, where he studied business finance and international business.



ANDREW DICKSON

Managing Director

Andrew Dickson, Managing Director, is responsible for working with the multifamily investment sales team on all aspects of the marketing process including business development, valuations, pricing strategies, negotiation and closing of transactions in the Austin and San Antonio markets.

Prior to joining Newmark, Dickson served as the Director of Asset Management for Aspen Heights Partners where he held various roles within the company's capital markets, investor relations and asset management teams. While there, he led his team in providing life cycle strategic direction and business plan execution for a student housing and multifamily portfolio of development projects and acquisitions valued at over \$1 billion. Throughout his career, he has been involved in nearly \$9 billion of dispositions, including equity recapitalizations and asset sales. Prior to his tenure at Aspen Heights, Dickson held commercial banking roles with BBVA Compass, American Bank, N.A., and Guaranty Bank.

Dickson earned a Bachelor of Science degree in real estate finance from Indiana University's Kelley School of Business.

Team Profiles (continued)



ANDREW CHILDERS

Senior Managing Director

Andrew Childers, Senior Managing Director, is responsible for land brokerage activities and joint venture equity placement in the Austin and San Antonio regions. Since 2007, Childers has been involved in over \$1 billion in transactions for various product types including multifamily, office, industrial, retail, single-family, seniors housing, affordable housing and non-profits. He constantly strives to add value through his advanced knowledge of the Central Texas land development process by providing his clients with valuation, zoning, and entitlement expertise.

Prior to joining Newmark, Childers was with a major brokerage company where he focused on Central Texas land brokerage representing both buyers and sellers.

Childers graduated from Baylor University with a BBA in Real Estate & Entrepreneurship. He enjoys watching his kid's sports teams, traveling with his family, and is an active Partner at the Austin Stone Community Church.



STEVEN BOICE

Director

Steven Boice is a Director for Newmark, where he is responsible for all land brokerage activities in the Central Texas region, including Austin and San Antonio. Boice works with a variety of product types including multifamily, office, industrial, retail, single-family, senior, and affordable housing. He constantly strives to add value to his clients by sharing his wealth of knowledge as it pertains to land evaluation, zoning, and entitlement processes.

Boice graduated from Texas Tech University and is currently a student in Georgetown University's Masters of Real Estate Program. He is an avid outdoorsman and enjoys spending time with his wife and growing family.

WHY NEWMARK

Multifamily Capital Markets

One global platform. One seamless way to meet your real estate, financial and investment needs.

As one of the world's premier commercial real estate advisory firms, Newmark offers a fully integrated global investment sales and lending platform. From marketing the sale of single assets and portfolios to structuring complex debt solutions to providing life-of-loan servicing and asset management, we offer comprehensive services tailored to our clients' unique needs.

With over \$36 billion in multifamily transaction volume annually, our Multifamily Capital Markets team works collaboratively with clients to craft and execute targeted strategies, effectively optimizing the capital structure, increasing efficiency and maximizing value.

Newmark's Multifamily Capital Markets Investment Sales team is recognized nationwide for its expertise, providing asset-specific customization that yields highly effective transaction strategies. Tapping into our proprietary database, each advisor has real-time access to unique market intelligence, driving demand and matching each client's assets to a diverse group of investors, from private and institutional owners to global investors. Investment Sales advisors work closely with the Multifamily Capital Markets Debt & Structured Finance team on loan origination, underwriting, closing, life-of-loan servicing and asset management. This experienced team provides clients with innovative and comprehensive solutions by accessing a full suite of debt products, including Fannie Mae, Freddie Mac, FHA, Bridge, Life Company, Bank and CMBS products.



\$36.1B

TOTAL MULTIFAMILY
PRODUCTION IN 2024

350

INVESTMENT SALES
TRANSACTIONS IN 2024

202K

UNITS SOLD
IN 2024

\$183.4B

LOAN SERVICING
PORTFOLIO IN 2024

500+

MULTIFAMILY
PROFESSIONALS

Newmark's Multifamily Capital Markets platform offers a full suite of products and services, including:

01

Asset Types

- Conventional Multifamily
- Portfolios
- Affordable Housing
- Cooperative Housing
- Healthcare & Seniors Housing
- Land
- Manufactured Housing
- Military Housing
- Mixed-Use
- New Construction
- Student Housing
- Single-Family Rental (SFR)
- Build-for-Rent (BFR)
- Workforce Housing

02

Investment Sales

- National Coverage, Local Expertise
- Innovative Marketing
- Asset-Specific Sales Strategies
- Sophisticated Investor Intelligence and Research
- Extensive Exposure to Diverse Buyer Pool
- Market Analysis and Underwriting
- Access to International Capital

03

Full Range of Products

- Fannie Mae
- Freddie Mac
- FHA
- Bridge
- Life Company
- CMBS
- Bank
- Global Equity Sourcing and Placement

04

Flexible Financing

- Fixed-Rate Mortgages
- Adjustable-Rate Mortgages
- Standard or Structured
- Credit Facilities
- Partial and Full-Term
- Interest-Only Structures
- Early Rate Lock
- Index Lock

05

Financing Types

- Acquisitions
- Refinances
- Supplemental Loans
- Streamline Refinances
- Single-Asset Substitutions
- Tax Exempt/Tax Credit/Rehab and Preservations
- Integrated Construction and Permanent Loans
- Structured Financings
- Pre-Stabilization Loans

We transform untapped potential into limitless opportunity.

At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands.

Our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies.

Tapping into smart tech and smarter people, Newmark brings ingenuity to every exchange and transparency to every relationship.

We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

Debt & Structured Finance

Newmark's Multifamily Capital Markets team provides debt and equity placement services through its Debt & Structured Finance division, ensuring a greater surety of closing by facilitating the lending process and providing a more reliable disposition.

During the valuation process, our team underwrites the asset to understand potential debt and equity options and then provides prospective buyers with real time quotes during the marketing process to help them more precisely underwrite levered returns. We provide the seller with regular communication regarding the status of the buyer's loan through due diligence and closing. This in-house service provides buyers and sellers a true advisory role to handle asset dispositions and capital markets execution.

Our Expertise

- Expert guidance in reviewing and assessing a variety of financing options
- Development of custom tailored finance solutions
- Delivery of reliable, timely loan executions
- Personalized and sound capital advice
- Market specific knowledge and solutions

Our Services

- Market Rate Apartments
- Affordable Housing
- Seniors Housing
- Student Housing
- Manufactured Housing

Through Berkeley Point/CCRE, a leading national lender, the Newmark Debt & Structured Finance platform currently provides direct access to GSE and Government Insured Programs plus other forms of financing, including:

- Fannie Mae DUS (Permanent)
- Freddie Mac
- FHA Multifamily and Healthcare (Permanent and Construction Loans)

2024 by the Numbers

\$20.2B



DEBT PRODUCTION
VOLUME

\$183.4B



LOAN SERVICING PORTFOLIO
(INCLUDING OVER 5.2K LOANS)

465



TOTAL
TRANSACTIONS

Top



RANKED TOP
FANNIE MAE (4) LENDER

CLIENT REFERENCES

Jeb Bowden

Hanover Company
1780 S. Post Oak Ln.
Houston, TX 77056
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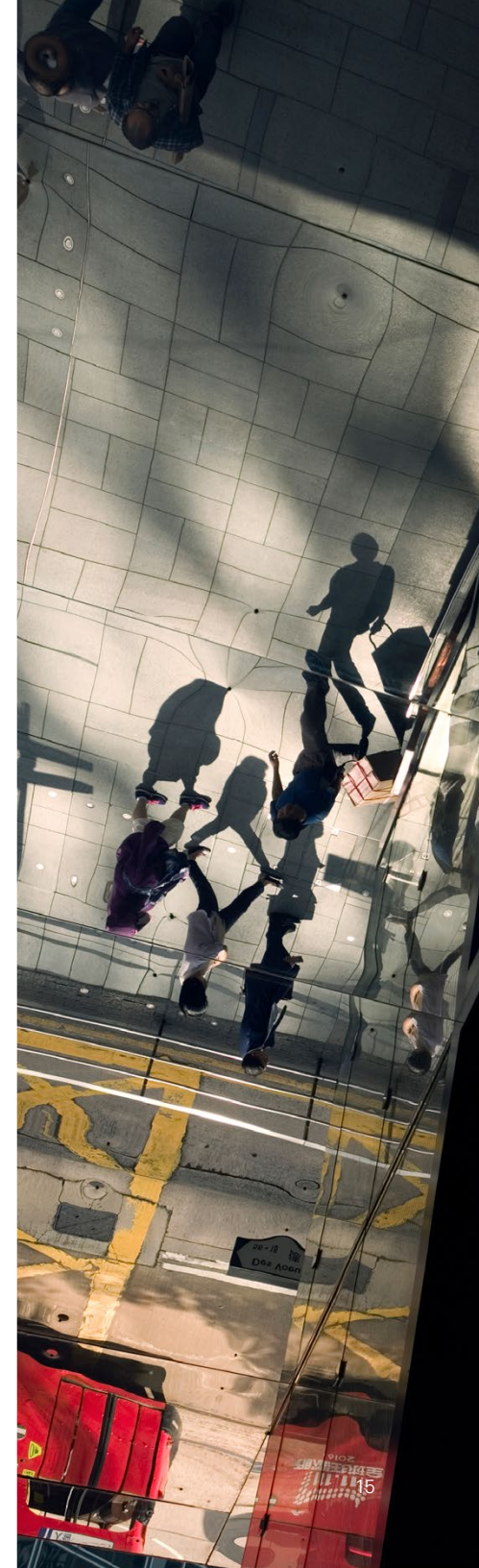
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