



EQUITY

ADVISORY SERVICES

Commercial Real Estate

- Debt + Equity
- Investment Sales
- Loan Servicing
- Fund Management

Evolutionary Success

Delivering commercial real estate capital markets solutions for more than 60 years

Today we operate as 1000+ experts in investment sales, financing and more across all property types

1962
Northland Mortgage founded by Hamm family

1984
Renamed Northland Financial Company

1997
Loan Portfolio hits \$4B

1998
Northland Financial sold to Pohlada Family



2000
Acquisitions in California and Texas

2003
Acquired Legg Mason Real Estate Services' 17 east coast offices

2004
Acquisitions in New Jersey
40% ownership in AmeriSphere Multifamily (Fannie Mae DUS)

2006
Acquisition in New York

2008
Loan Portfolio exceeds \$37 billion

2014
Acquisitions in Boston and Cincinnati grow office count to 35

2015
Acquired remaining ownership of AmeriSphere Multifamily Finance

2018
Multifamily Investment Sales business starts with six offices

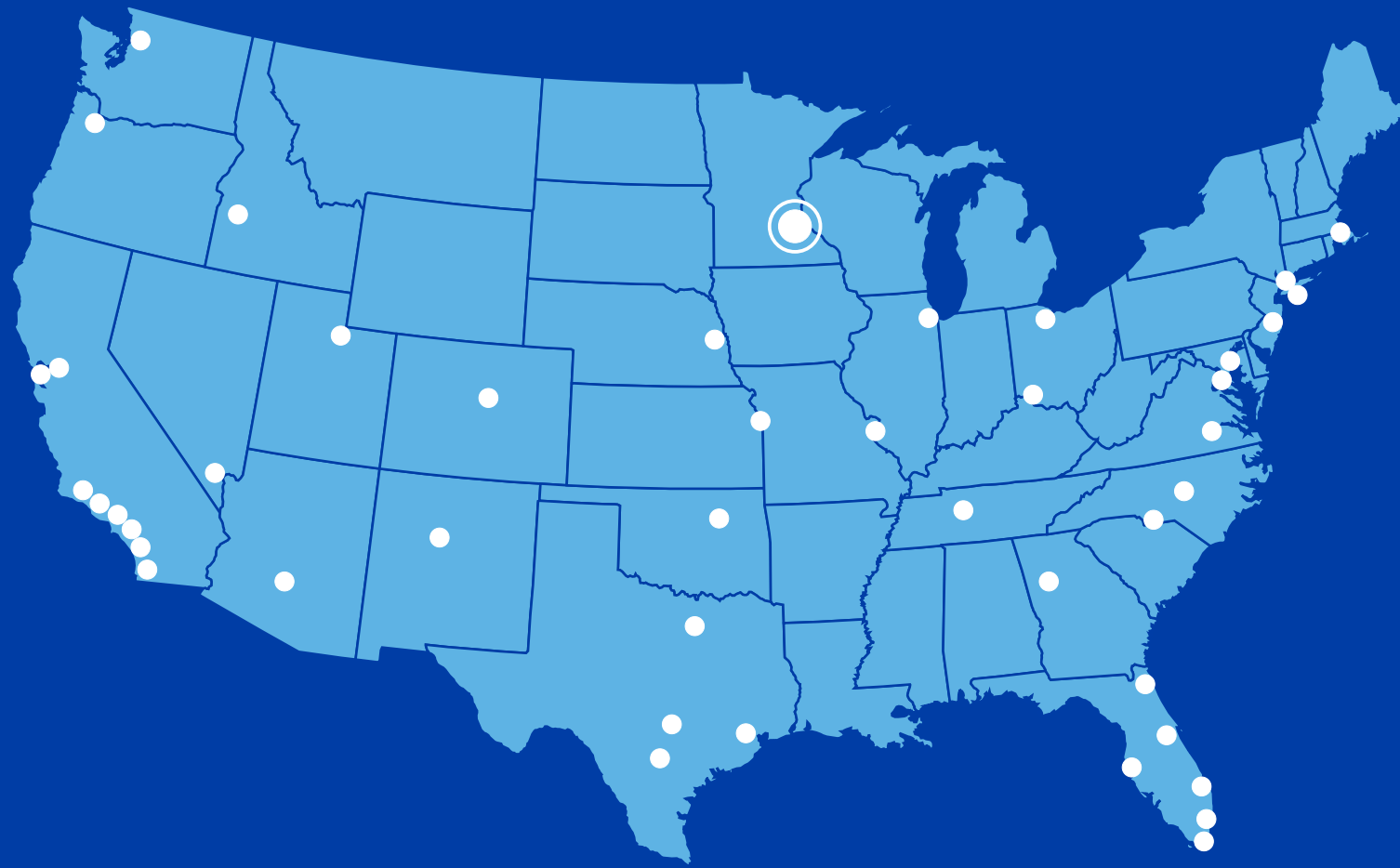
2019
Acquisitions in Austin and Houston

2020
Investment Sales grows to 15 offices

2022
Acquired Stan Johnson Company and Four Pillars Capital Markets
Investment Sales expands into all major property types



TAP INTO OUR TRACK RECORD OF SUCCESS



INTEGRATED TEAM OF PROFESSIONALS

We've built our reputation on valuing long-term trust over short-term wins, grounded in our commitment to put client interest before our own – offering a customized approach with an integrated team of experts.

COLLABORATION KEEPS THE DEAL SIMPLE

Leave the due diligence, market evaluation, buyer interest, and equity partnerships to us. We'll identify the best positioning for the property and target potential equity partners early in the process to ensure the transaction is smooth – from start to finish.

NATIONAL PLATFORM BOUTIQUE TOUCH

While Northmarq transacts across the country, we're best known for the customized approach we offer clients. We operate like a boutique firm, where the entire Northmarq team rallies to provide the best outcome and experience for our clients.

170

D+E Advisors

1000+

Total Team Members

40+

Total Offices

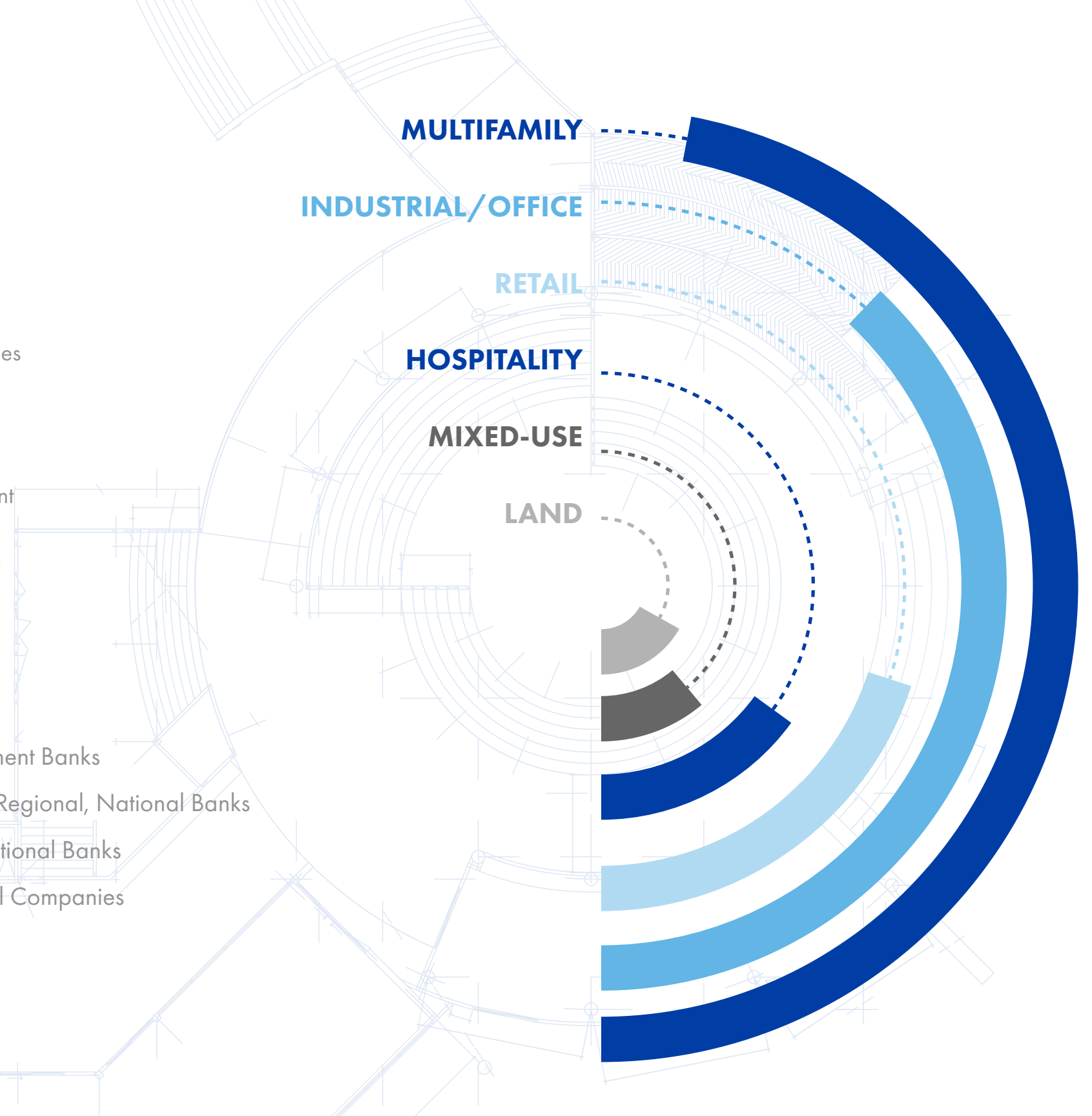
BETTER RELATIONSHIPS. Better Results.

Northmarq's close relationships with debt providers are just the beginning of how our long-term relationships create better results for clients. With local offices across the U.S., we specialize in matching investors with the right opportunities for what can be the most complex part of the financing process.

Our combined knowledge of the potential investors in the domestic and international markets allows us to advise our clients on structuring an agreement that best suits the project, timeline, and business plan. When the contracts are signed, our clients know they have a deal they can be comfortable with for the commitment's entire term.

Our Equity Relationships Include:

- Pension Funds
- Opportunity Funds
- REITs
- Family Offices
- Endowments
- Debt Funds
- Insurance Companies
- GSEs/Agencies
- Investment Banks
- Local, Regional, National Banks
- International Banks
- Capital Companies



Expertise in the Entire Spectrum of Equity Solutions

*Northmarq aligns capital
strategy with the deal
strategy, providing insight
and advice for solutions.*

JOINT VENTURE	PREFERRED EQUITY	CO-GENERAL PARTNER EQUITY	PARTICIPATING MORTGAGES	PRESALES
<p>Applicable to Most Major Property Types</p> <p>Short-Term and Long-Term Investment Strategies</p> <p>New Construction and Existing Assets</p> <p>Pari Passu Risk/Returns</p> <p>Investor Control Rights</p>	<p>Applicable to Most Major Property Types</p> <p>Short-Term and Long-Term Investment Strategies</p> <p>New Construction and Existing Assets</p> <p>Limited Investor Return</p> <p>Sponsor Control Rights</p>	<p>Limits Sponsor's Investment</p> <p>Financing for Partner Buyouts</p> <p>Company Capitalizations</p> <p>Possible</p> <p>Expands Capacity</p>	<p>Short-Term and Long-Term Investment Strategies</p> <p>85%+ Loan-to-Cost</p> <p>New Construction and Existing Assets</p> <p>One-Stop Shop</p> <p>One Closing</p> <p>Alternative to Sale Tax</p> <p>Efficient</p>	<p>Defined Exit Strategy</p> <p>Most Major Property Types</p> <p>Mitigates Market Risk</p> <p>Senior Debt Benefits</p>

WE BRING THE ENTIRE Capital Stack.

Northmarq is able to explore various capital alternatives to find the right investment for any real estate transaction. This separates us from typical financial intermediaries— we offer expertise at every level in the capital stack.

Our investor sources are vetted with the collective knowledge of our regional offices, which offer local expertise and insight about the most attractive investors for a particular assignment.

Our ability to navigate both the broad mix of available investors as well as the potential complexity of these transactions — from direct equity investments, preferred equity offerings, or subordinate mezzanine debt — is critical to creating a successful financing structure.

EQUITY

**PREFERRED
EQUITY**

**SENIOR
DEBT
~65%**

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**JOINT VENTURE
EQUITY**

OUR PROCESS IS MORE THAN JUST SOURCING CAPITAL.

Time is the most important factor for any commercial real estate transaction. We collaborate with sponsors and investors from the beginning to meet the timeline, project costs, and investment targets for all partners.

In a construction project, the deadlines for subcontractors can be impacted by weather and other variables so adaptable capital with built-in flexibility is important.

For an acquisition without a financing plan in place, the seller moves on to the next buyer.

None of our solutions are one-size-fits-all. We evaluate all options, manage those relationships through the process, and ensure that funding is in place to successfully close a transaction.

SOURCE EQUITY PARTNER

- Evaluate the sponsor request
- Communicate and explore the strategy with potential investors
- Evaluate capital sources
- Execute term sheet

DUE DILIGENCE

- Coordinate third-party reports
- Manage timelines and workflows
- Evaluate and confirm underwriting materials
- Build sponsor and investor relationship

CLOSING

- Review Loan document
- Review Partnership document
- Finalize documents
- Aid in managing new partnership

PROVEN Results.

With years of experience facilitating complicated transactions, our professionals understand the importance of timing and efficiency in completing the transaction. Northmarq's expertise in sourcing attractive options throughout the capital stack minimizes costs and ensures that sponsors have multiple options no matter the situation.

Our regional offices and investment sales teams can take your transaction a step further by partnering with our Equity Advisors Group, who offer decades-long experience in completing complicated financial transactions. Collaboration across the platform ensures that each deal receives our absolute, undivided attention — and our best recommendation for how to get the deal done.



\$5B
EQUITY
PLACED



100+
RELATIONSHIPS
WITH DOMESTIC &
FOREIGN EQUITY
SOURCES



~300
EQUITY PLACEMENTS
ARRANGED



25
AVERAGE YEARS OF
EQUITY EXPERIENCE



SUMNER DEVELOPMENT
162 units | Sumner WA
Construction financing
\$49,000,000



THE MUSTANG
274 units | Irving TX
Joint venture equity
CONFIDENTIAL



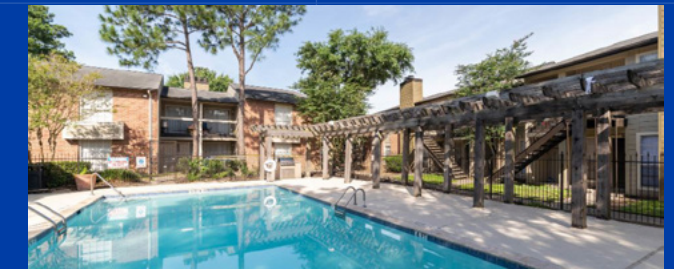
AMIRA SENIOR HOUSING PORTFOLIO
4 properties | Minneapolis MN
Joint venture equity
\$50,000,000



THE LAUNCH
368 units | Alameda CA
Joint venture equity, construction financing
\$166,000,000



LIGHT-INDUSTRIAL/MANUFACTURING
±140,000 SF | Germantown MD
Joint venture equity, construction financing
\$46,000,000



WINDMASS MULTIFAMILY PORTFOLIO
1,134 units | Houston TX
Joint venture equity
CONFIDENTIAL

