# **Capabilities Overview**



# Contents

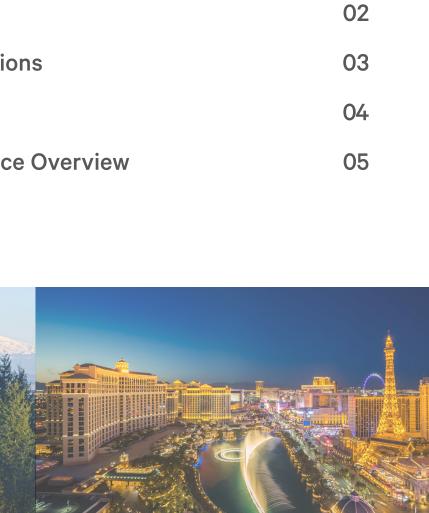
Team Overview Meet The Team Representative Team Transactions CBRE Corporate Overview CBRE Debt & Structured Finance Overview

## CBRE DEBT & STRUCTURED FINANCE

Bruce Francis | Bob Ybarra | Shaun Moothart Doug Birrell | Nick Santangelo | Jim Korinek



CBRE



01

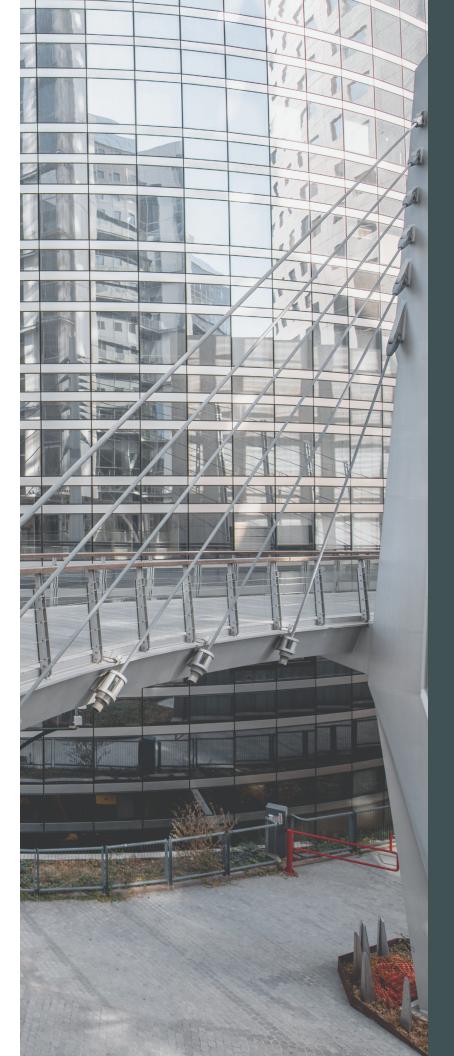
# Team Overview

As part of CBRE Capital Markets Debt & Structured Finance (DSF), our Team consists of eleven 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. We 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 number of capital sources while providing the best market knowledge.

The experience, access to market data, and extensive capital relationships allow us 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. A sample of the Team's representative transactions begins on Page 7.



As a trusted capital advisor, the Team has successfully secured over \$35 billion in permanent loans and structured financing for their clients.

# **TEAM 2022 YEAR-END STATISTICS**







Unique Lenders



States Closed

# 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 eighteen grandchildren and like to spend their free time traveling, hiking, and spending time with their children and grandchildren.



Located in Las Vegas, Nevada, Bob has over 25 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 reading, hiking, or on the soccer field either watching his older girls or coaching his youngest daughter's soccer team, "Go Rainbow Unicorns."

BOB

**YBARRA** 



NICK SANTANGELO EXECUTIVE VICE PRESIDENT

Located in Portland, Oregon, Nick has over 17 years of commercial real estate finance experience. He joined CBRE in 2011 after six years working a national debt and structured finance placement competitor. Nick holds a master's degree in business administration and management from the University of Portland, a graduate certificate in real estate development from Portland State University and a bachelor's degree from the University of Florida. Nick and his wife, Colleen, have three young sons and like to spend their time coaching their boys' sports teams and enjoying the great outdoors in the beautiful Pacific Northwest.



MATT THORP SENIOR DSF ANALYST

Located in Portland, Oregon, Matt has twenty years of experience in institutional real estate finance and investment. He joined CBRE Debt and Structured Finance in 2017. He holds a Bachelor of Arts in English from Oregon State University and has completed his Masters coursework in Finance from the University of Colorado in Denver. Matt enjoys snowboarding, surfing, and spending time with his family and friends.



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. They enjoy the magnificent scenery and hiking in the great outdoors of California. Jim also regularly pursues, with occasional success, achievement of the elusive goal of a satisfying golf score.





Located in Phoenix, Arizona, Ryan joined CBRE's Debt & Structured Finance division as an Analyst in 2022. Previously, Ryan joined CBRE in 2019 in the Property Management division. Rvan attended the University of Arizona graduating with his Bachelor of Science in Business Administration with a focus in Accounting. Originally from Southern California, Ryan enjoys the outdoors and coaching baseball in his free time. When Ryan isn't working, he is most likely rooting on the Los Angeles Dodgers or spending time with his family & close friends.



**SHAUN** MOOTHART EXECUTIVE VICE PRESIDENT

Located in Newport Beach, California, Shaun has over 18 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 was awarded with CBRE's highly coveted RISE (Respect, Integrity, Service and Excellence) Award. This award is for the professional that best exemplifies CBRE's Core Values (RISE) daily. Shaun and his wife Katie are proud parents to their sons Parker, Hudson and Walker.



ANNA BRITT ASSOCIATE VICE PRESIDENT

Located in Newport Beach, 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, are proud parents to their newborn son, Wyatt. When Anna isn't working, she is most likely staying active outdoors or spending time with family.



Located in Las Vegas, Nevada, Andrew joined CBRE's Debt & Structured Finance division as an Analyst in 2023. Andrew has spent the past 7 years working in the residential mortgage space in Southern California. He holds a Bachelor of Arts degree in Economics from Rollins College, where he played four years on their Division 2 lacrosse team. Additionally, he is a member of the Phi Delta Theta fraternity. Outside of work, Andrew spends his time with his Beagle, Bella as well as watching the New York Rangers and New York Yankees.





Located in Salt Lake City, Utah, Doug has been with CBRE Debt and Structured Finance for more than 19 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.





Located in Phoenix, Arizona, Carly joined CBRE's Debt & Structured Finance division as a Senior Analyst at the start of 2022. Carly works closely with all members of the team, lenders, and borrowers to oversee and manage the closing process to ensure efficient, straight forward, and timely execution and closing of each loan. She also oversees and manages the team databases, marketing, and processes.

# COMBINED YEARS OF EXPERIENCE

Approximately

170 YFARS

6

# **Representative Team Transactions**

#### The Element



#### MULTIFAMILY

Location (MSA):	Oahu, HI	
Financing Amount:	\$121,905,000	
Financing Type:	Construction & JV Equity	1
Financing Source:	Bank & Life Company	

### Aldara & Outlook



#### MULTIFAMILY

Location (MSA):	Utah County, UT
Financing Amount:	\$95,979,000
Financing Type:	Permanen
Financing Source:	HUD 223

#### **Formation Apartments**



#### MULTIFAMILY

Location (MSA):	Phoenix, AZ
Financing Amount:	\$36,164,010
Financing Type:	Construction
Financing Source:	Bank

#### CBRE DEBT & STRUCTURED FINANCE

7

179th St East Apartments Phase I & II



#### MULTIFAMILY

Location (MSA): Ridgefield, WA inancing Amount: \$67,009,660 Construction & JV Equity Financing Type: inancing Source: Bank





Location (MSA):	Portland, OR
Financing Amount:	\$40,000,000
Financing Type:	Permanent
Financing Source:	Life Company



#### MULTIFAMILY

Location (MSA):	Las Vegas, N'
Financing Amount:	\$35,650,00
Financing Type:	Constructio
Financing Source:	Ban



### MULTIFAMILY

Location (MSA):	Vancouver, WA
Financing Amount:	\$32,610,812
Financing Type:	Construction to Perm
Financing Source:	HUD 221d4

#### Meritage West Apartments



#### MULTIFAMILY

Location (MSA):	Boise, ID
Financing Amount:	\$12,250,000
Financing Type:	Construction
Financing Source:	Bank

## 224 Logistics Park



#### INDUSTRIAL

Location (MSA):	Clackamas, OR	Loo
Financing Amount:	\$80,500,000	Fin
Financing Type:	Bridge	Fin
Financing Source:	Debt Fund	Fin



#### Commerce 303



#### INDUSTRIAL

Location (MSA):	Phoenix, AZ	Loc
Financing Amount:	\$61,508,000	Fin
Financing Type:	Construction	Fin
Financing Source:	Bank	Fin

cation (MSA): ancing Amount: nancing Type: ancing Source

## Affinity at Vancouver (IRR)



MSA):	Vancouver, WA
Amount:	\$32,610,812
Туре:	Construction to Perm
Source:	HUD 221d4

MULTIFAMILY

Fi

Location (MSA):

Financing Amount:

Financing Type:

Financing Source:

#### MULTIFAMILY

Bella Terra

MULTIFAMILY

Rendezvous

**Urban Flats** 

ocation (MSA):	Tucson, AZ
inancing Amount:	\$38,500,000
inancing Type:	Bridge
inancing Source	Debt Fund



Mukilteo, WA

\$67,000,000

Bridge

Bank







Location (MSA):

Financing Type:

Financing Source:

Financing Amount:

## INDUSTRIAL

ancing Source

#### Bloom



#### **BUILD FOR RENT**

Phoenix, AZ	
\$66,945,000	
Construction	
Bank	

#### Legacy at Laveen



#### **BUILD FOR RENT**

Location (MSA):	Phoenix, AZ
Financing Amount:	\$32,098,000
Financing Type:	Construction
Financing Source:	Bank

### **Moulton Portfolio**

# Skybridge 108/109



AZ, CA, NV
\$69,000,000
Permanent
Life Company



#### INDUSTRIAL

Location (MSA):	Mesa, AZ
Financing Amount:	\$42,740,000
Financing Type:	Construction
Financing Source:	Bank

### The Hub



#### INDUSTRIAL

Phoenix, AZ
\$48,500,000
Permanent
Life Company

### **Diablo Industrial Center**



#### INDUSTRIAL

Location (MSA):	Las Vegas, NV
Financing Amount:	\$39,500,000
Financing Type:	Permanent
Financing Source:	Life Company

# **Representative Team Transactions**

#### 91st Avenue Distribution Center



#### INDUSTRIAL

Location (MSA):	Phoenix, AZ
Financing Amount:	\$25,500,000
Financing Type:	Permanent
Financing Source:	Life Company

#### 150 Post



#### **OFFICE/RETAIL**

Location (MSA):	San Francisco, CA
Financing Amount:	\$78,500,000
Financing Type:	Bridge
Financing Source:	Debt Fund

#### 5800 & 6000 Meadows



#### OFFICE

Location (MSA):	Lake Oswego, OR
Financing Amount:	\$46,475,000
Financing Type:	Permanent
Financing Source:	Life Company

## Lakeview Commerce Center



INDUSTRIAL

Location (MSA):	Los Angeles, C
Financing Amount:	\$15,000,00
Financing Type:	Bridg
Financing Source:	Life Compan

### Esplanade III



#### OFFICE

Location (MSA):	Phoenix, AZ
Financing Amount:	\$59,470,000
Financing Type:	Bridge
Financing Source:	Debt Fund

#### **Citrus Tower**



## OFFICE

Location (MSA):	Riverside, CA
Financing Amount:	\$36,000,000
Financing Type:	Permanent
Financing Source:	CMBS



**Dixon Commerce Center** 

#### INDUSTRIAL

Location (MSA):	Dixon, CA
Financing Amount:	\$30,000,000
Financing Type:	Permanent
Financing Source:	Bank

### Chandler Viridian



#### OFFICE

Location (MSA):	Phoenix, AZ
Financing Amount:	\$51,000,000
Financing Type:	Permanent
Financing Source:	Life Company

#### Walker Center



#### OFFICE

Location (MSA):	Salt Lake City, UT
Financing Amount:	\$25,000,000
Financing Type:	Permanent
Financing Source:	Credit Union

#### Stephanie Street



#### RETAIL Location (MSA): Las Vegas, NV Financing Amount: \$57,100,000 Financing Type: Permanent Financing Source: Life Company

### The Shops at Gainey Village



#### RETAIL

ocation (MSA):	Phoenix, AZ
Financing Amount:	\$27,870,000
Financing Type:	Permanent
inancing Source:	Life Company

## Location (MSA): Financing Amount:

#### Green Oaks



#### MOBILE HOME PARK

Location (MSA):	San Francisco, CA
Financing Amount:	\$12,000,000
Financing Type:	Permanent
Financing Source:	Life Company



Location (MSA): Financing Amount: Financing Type: Financing Source:

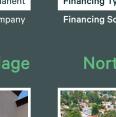


# Financing Type: Financing Source:



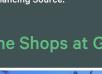
Location (MSA):

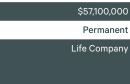


















Financing Amount: Financing Type: Financing Source:





### The GH

Los Angeles, CA
\$35,000,000
Permanent
Life Company

### North Ranch Gateway

#### RETAIL

Los Angeles, CA \$25,900,000 Permanent Pension Fund

## Sun Valley Village

MOBILE HOME PARK

San Francisco, CA
\$19,000,000
Permanent
Life Company

#### **Crenshaw Plaza**



#### RETAIL

Location (MSA):	Los Angeles, CA
Financing Amount:	\$31,000,000
Financing Type:	Permanent
Financing Source:	CMBS

#### Mission Village **Shopping Center**



#### RETAIL

Location (MSA):	Inland Empire, CA
Financing Amount:	\$18,500,000
Financing Type:	Permanent
Financing Source:	CMBS

### Kukui'ula



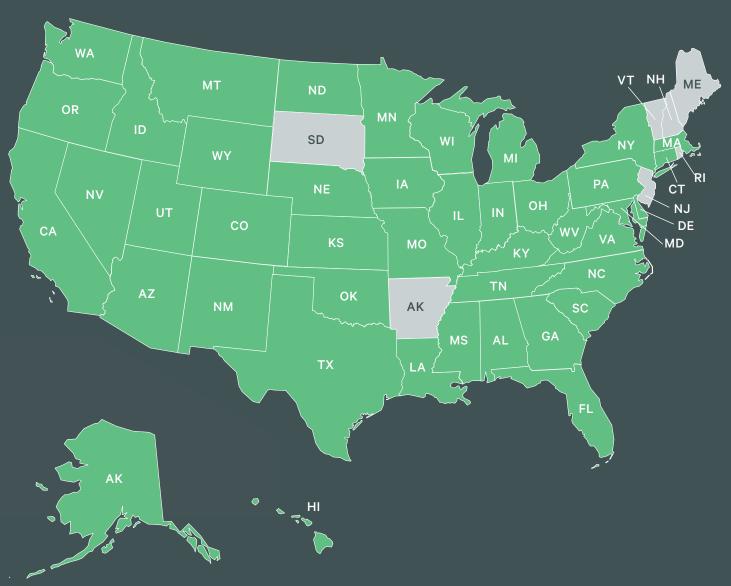
#### LAND DEVELOPMENT

Location (MSA):	Kauai, HI
Financing Amount:	\$37,363,544
Financing Type:	Construction
Financing Source:	Life Company



# Nationwide Coverage

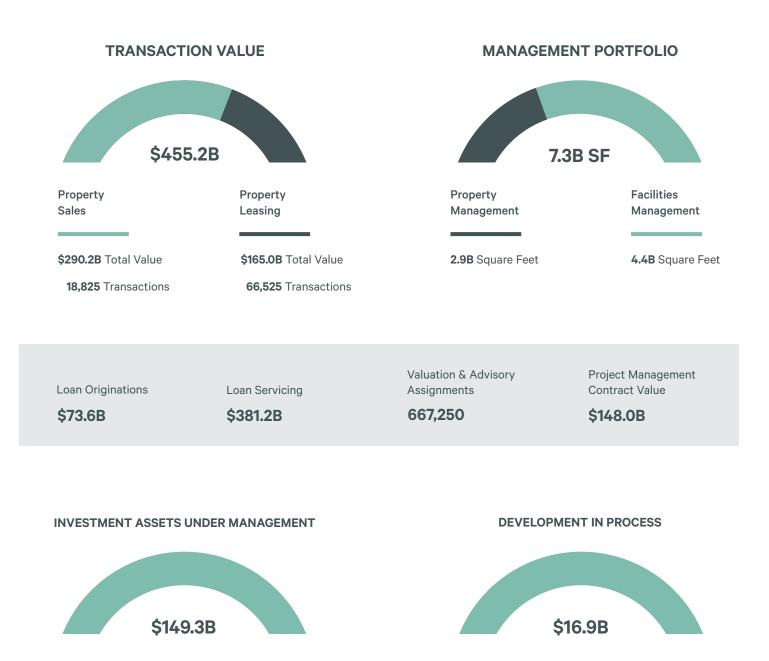
Over the years, our team has closed over \$35 billion in Loans across 42 States





# CBRE Corporate Overview: 2022 Worldwide Business Activity

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



## 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 2022 FIGURES

\$118.6E U.S. Sales Value

6,114 Property Sales

\$61.9B U.S. Loan Originations

23% Market Share

Source: Real Capital Analytics

#### 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 thoughtleading 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.

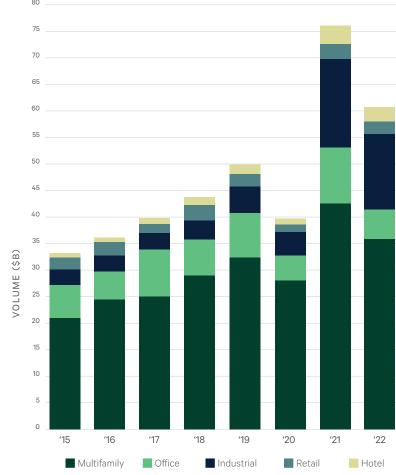
# CBRE Debt & Structured Finance Overview

The high level of expertise and individual client commitment of CBRE Debt & Structured Finance is illustrated by the activity levels achieved for 2021. During this period, Debt & Structured Finance professionals completed \$89.1 billion (in 2021) in loan originations and loan sales and serviced \$329.7 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 Equity
- Construction loans
  Participating loans
- Forward 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 2022 U.S. Financing Volume (\$B)

#### CBRE 2022 U.S. Financing Volume (\$B)

PROPERTY NAME	2015	2016	2017	2018	2019	2020	2021	2022	TOTAL
MULTIFAMILY	\$21.4	\$24.1	\$24.6	\$29.6	\$30.4	\$28.8	\$43.0	\$35.3	\$237.2
OFFICE	\$5.7	\$5.7	\$9.2	\$6.9	\$8.8	\$6.1	\$11.1	\$6.3	\$59.8
INDUSTRIAL	\$3.0	\$2.5	\$3.2	\$3.4	\$4.5	\$5.7	\$16.6	\$13.5	\$52.4
RETAIL	\$2.2	\$2.7	\$1.5	\$2.0	\$2.4	\$1.2	\$2.6	\$2.0	\$16.6
HOTEL	\$0.5	\$0.7	\$0.8	\$1.4	\$1.4	\$0.7	\$3.0	\$2.5	\$11.0
TOTAL*	\$32.8	\$35.7	\$39.3	\$43.3	\$47.5	\$42.5	\$76.3	\$59.6	\$377.0

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

All numbers have been rounded to the nearest decimal

# Our Team



SOUTHERN CALIFORNIA

SHAUN MOOTHART EXECUTIVE VICE PRESIDENT LIC. 01773201 T +1 949 509 2111 shaun.moothart@cbre.com



ANNA BRITT ASSOCIATE VICE PRESIDENT T +1 949 509 2131 anna.britt@cbre.com

CBRE, Inc. © 2023 All Rights Reserved. All information included in this confidential memorandum pertaining to CBRE DSF—including but not limited to its operations, employees, technology and clients—is proprietary and confidential and supplied with the understanding that such information will be held in confidence and not disclosed to any third party without CBRE DSF's prior written consent. This confidential memorandum is intended solely as a preliminary expression of general intentions, is for discussion purposes only, and does not create any agreement or obligation by CBRE DSF to negotiate or continue negotiations. Neither CBRE DSF nor the Sponsor shall have any contractual obligation with respect to the matters referred to herein unless and until a definitive, fully-executed agreement has been delivered by the parties. Prior to delivery of a definitive executed agreement, and without any liability to the other party, CBRE DSF and the Sponsor, on one hand, and the recipient, on other hand, may (1) propose different terms from those summarized herein, (2) enter into negotiations with other party and/or (3) unilaterally terminate all negotiations with the other party hereto.



#### PACIFIC NORTHWEST



NICK SANTANGELO EXECUTIVE VICE PRESIDENT T +1 503 221 4821 nick.santangelo@cbre.com



MATT THORP SENIOR DSF ANALYST, T +1 503 221 4846 matt.thorp@cbre.com

#### UTAH & IDAHO



DOUG BIRRELL EXECUTIVE VICE PRESIDENT LIC: 5924160-SA00 T +1 801 869 8041 doug.birrell@cbre.com

#### **ARIZONA & HAWAII**



BRUCE FRANCIS VICE CHAIRMAN LIC. BK-0018505 T +1 602 735 1781 bruce.francis@cbre.com



CARLY GRABHER SENIOR DSF ANALYST, LOAN CLOSING T +1 602 735 1777 carly.grabher@cbre.com



RYAN GAGLIANO

DSF ANALYST T +1 602 735 5668 ryan.gagliano@cbre.com