

# Solutions for Investors + Owners

## Developing strategy

- Compare relative value, liquidity and price trends across markets and property types
- Understand capital flows, market players and the competition for assets
- Stay in front of capital by understanding the activity of your peers
- Assess the stage of the market cycle - when to buy, sell or hold

## Sourcing opportunities

- Stay on top of trends and have immediate knowledge of changing market conditions and activity
- Expand your reach and your ability to operate across geographies and property sectors
- Know the active players - investors, brokers and lenders - in any market and always be in the middle of the deal flow
- Identify and evaluate potential joint venture partners and new capital sources

## Executing transactions

- Have the information at your fingertips to quickly vet all of the offerings and opportunities that are presented
- Negotiate with full knowledge of the transaction history of the property, the most recent comparable sales of the market and understand the recent deals of the players involved
- Quickly understand and evaluate a property based on its transaction history and market comparables
- Create a convincing presentation internally, to partners or lenders about the property, its pricing and the opportunity relative to the bigger picture of the investment markets

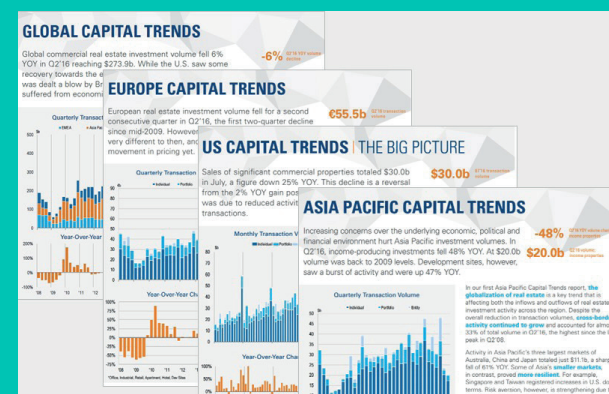
## Transactions

| Transaction Type | Property Name Address City, State Postal /Country                 | M2/Units Year Began Property Type | Price (\$M) /M2/Units Cap Rate | Owner/Buyer Seller/Broker & Commission %   | Comments   |
|------------------|---|-----------------------------------|--------------------------------|--|--|
| Sale             | AT&T Aspen Dental Griffin Park Rd Griffin, GA 30223 USA           | 563 ac 2016                       | \$2.7 ac/m2 \$4,716 /m2        | Wentworth & Mitchell by M&C Capital Pacific  | 100% occ. Strip/retail/warehouse property. Tenant: Aspen Dental, AT&T  |
| Sale             | InvestTrust Student Housing Portfolio 2016 1 of 18 properties     | 268 of 2,728 units                | n/a                            | ICPP Investment Board JV GIC (Govt of Singapore) JV Robin Group from InvestTrust; Prime use 574 m2 allocated | 18 property portfolio.   |
| Sale             | Unit # 1377 1377 Dresden Dr NE Bookhaven, GA 30079 USA            | 215 units 4 ft                    | \$30.0 /unit \$226,896 /unit   | USAA Acquisitions Corp from Hines by Hines   | Mid-highrise property.   |
| Sale             | Walgreens 1855 Hudson Bridge Rd Stockbridge, GA 30281 USA         | 1,603 sqm 2021                    | \$5.0 /unit \$3,359 /m2        | The Boulder Group from Charbel Real Estate Corp by MThe Boulder Group  | 100% occ. Mall & Other/other office/retail/warehouse property. Tenant: single tenant - Walgreens; prior sale \$4.1 (\$4.3 m) |
| Sale             | SunLife Place 2450 Commerce Ave Dubai, GA 30094 USA               | 638 ac 1999                       | \$1.2 /unit \$1,739 /m2        | Delta Equity Partners from Triangle Capital Group by Hines   | 100% occ. Flex property. Tenant: National Vision (NVO) prior sale, Jan-16 (\$4.4 m)  |
| Sale             | Rowell Creek 1002 Rowell Bridge Rd Rowell, GA 30070 USA           | 498 units 1976/1981 53 Bldg       | \$42.1 /unit \$94,038 /unit    | Solon Mack Capital by Hines  | Garden property; prior sale: Sep-12 (\$22.4 m)   |
| Apartment        | Hines U.S. Retail Portfolio 2016 2 of 8 properties                | 1,554 of 1,912,207 sqm            | \$29.0 of \$210.0 /unit        | Hefeloff Agr Communities from Hines  | 8 property portfolio.  |
| Reference        | Marriott Atlanta Bookhaven 3405 Lenox Rd NE Atlanta, GA 30328 USA | 269 units 1973-2008               | \$78.0 /unit \$211,392 /unit   | Alumna Holdings/USM&C 2016-JP2 551 real approximate  | 60% occ. Full-service property. 2,787 units; prior sale: Oct-09 (\$44.0 m)   |
| Reference        | Sandy Springs Village 6400 Rowell Rd Sandy Springs, GA 30328 USA  | 4,181 sqm 1973/1999               | n/a                            | Alumna Enterprises   | Strip/warehouse property. Tenant: Goodwill, Crisp's Perennials Here, Luau's Mexican Restaurant; prior sale: May-12 (\$5.6 m) |

## Pricing



## Macro Trends



# MSCI RCA helps you with

## Transactions

Search the industry's most comprehensive database of transactions with \$16 trillion of sales, recapitalizations and financings. RCA's commitment to provide in-depth transaction data has earned its reputation as the most trusted resource in the industry.

## Macro trends

Get insights into the most current trends and market statistics through our well renowned Capital Trends reports – US, Europe, Asia and Global – or our RCA Insights blog authored by thought leaders of the industry.

## Pricing

From cap rates on the most recent deals to historical analysis on trends, including pricing averages, distribution analysis provides the most complete pricing data available. Our pioneering transaction based price indices also gives you a unique view into the trends.

## Investment opportunities

Identify potential investment opportunities by targeting properties that meet specific detailed criteria – by age, size or those with upcoming loan maturities. Find firms which could be potential joint venture partners.

## Capital flows

Whether it's acquisitions by cross border investors or the activity of the listed sector, RCA enables you to track the flows that move the markets. Analyze origins and investment targets of any sector, the composition of buyers and sellers in any market and identify the emerging sources of capital.

## Player profiles

Know everything you need to know about an individual company. Get in-depth information on their investment activity over the last ten years, their relationships with joint venture partners, brokers and lenders, their holdings, mortgage debt and contact information.

## Market analysis

Become an expert in any market by creating unlimited real time custom market reports detailing pricing, volumes and yields. Incorporate graphs, tables and maps to enhance your presentation. Quickly drill down from a macro view to individual transactions to understand the market movers.

## Market players

Identify the largest owners and the most active buyers, sellers, brokers or lenders by any specific criteria. Gain an edge in negotiations by knowing a company's recent activity, current portfolio, joint ventures and other industry relationships.

## Trends

Visualize pricing, volume, and yields from submarkets to countries for all property sectors. Easily compare key metrics across different markets over a 10+ year time series.

## Transaction & property profiles

Become an expert on an individual property – identify the true owners of the property, its attributes, capitalization and debt terms. Additionally, identify the players – owner, buyer, broker, seller, lender – behind each deal.

Contact us for more information

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