

# Solutions for Service Providers

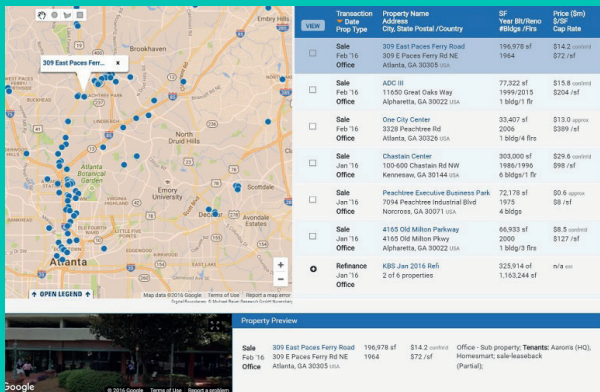
## Gaining market insight

- Stay on top of trends and have immediate knowledge of changing market conditions
- Understand all sales, recapitalizations and financings in your chosen market
- Identify and rank the players in any market - true owners, developers, lenders and brokers

## Sourcing opportunities

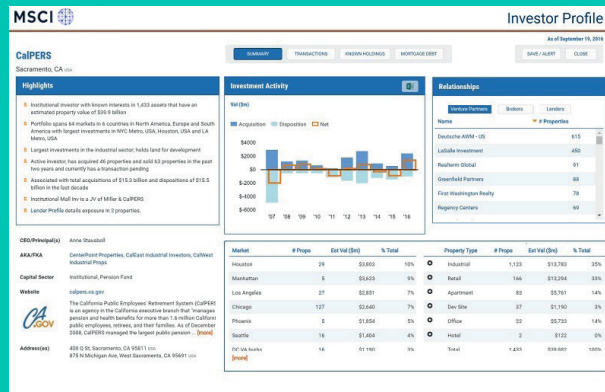
- Spot new players entering your market and build relationships with existing players by tracking their properties and transactions, capital partners and other industry relationships
- See any investors current property holdings, past transactions, capital partners and relationships
- Develop comprehensive target lists of qualified prospects - with contact information - based on your specific search criteria Expand your reach and your ability to operate across geographies and property sectors

## Transactions



Transaction #	Date	Prop Type	Address City/State/Postal/Country	SF Total (Bldg) #Bldgs /F/Fs	Price (\$M)	\$/SF Cap Rate
Sale	Feb '16	Office	309 East Paces Ferry Road Atlanta, GA 30305 USA	196,978 of 1964	\$14.2 (cont'd)	\$72 /sf
Sale	Feb '16	Office	11600 Great Oaks Way Alpharetta, GA 30022 USA	77,322 of 1,999/2015	\$15.8 (cont'd)	\$204 /sf
Sale	Feb '16	Office	3323 Peachtree Rd Atlanta, GA 30328 USA	33,407 of 2006	\$13.0 (cont'd)	\$399 /sf
Sale	Jan '16	Office	100-500 Cherokee Rd NW Kennesaw, GA 30144 USA	303,000 of 1980/1996	\$25.6 (cont'd)	\$98 /sf
Sale	Jan '16	Office	7094 Peachtree Industrial Blvd Norcross, GA 30071 USA	72,178 of 1975	\$9.6 (cont'd)	\$9 /sf
Sale	Jan '16	Office	2165 Old Millon Parkway Alpharetta, GA 30022 USA	66,003 of 2000	\$8.3 (cont'd)	\$127 /sf
Refinance	Jan '16	Office	K881 Jan 2016 Refi 2 of 6 properties	325,914 of 1,152,244 sf	n/a (n/a)	n/a

## Profiles



**Investor Profile**  
As of September 16, 2016

**Highlights**

- 1. Institutional investor with known interests in 1,433 assets that have an estimated property value of \$68.6 billion
- 2. Portfolio spans 44 markets in 6 countries in North America, Europe and South America with largest investments in NY, NY Metro, WA, Houston, CA and LA Metro, USA
- 3. Largest investments in the residential sector (46% of total)
- 4. Active investor that acquired 40 properties and sold 63 properties in the past five years and currently has a transaction pending
- 5. Associated with total acquisitions of \$1.3 billion and dispositions of \$1.5 billion in the last decade
- 6. Institutional Real Inv v. JV of Affili & CAPERS
- 7. Largest multi-state presence in 10 properties.

**Investment Activity**

Bar chart showing Acquisition (blue) and Disposition (orange) in \$M from '07 to '16.

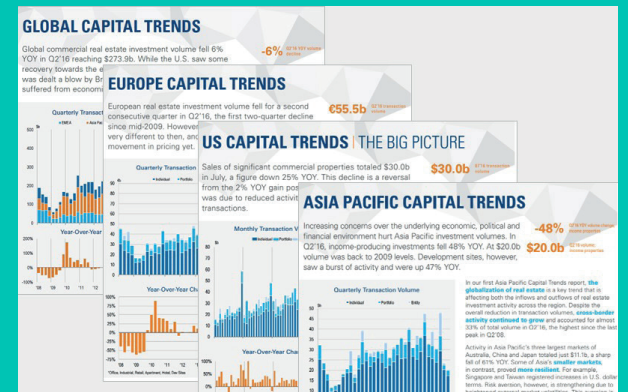
**Relationships**

Service Provider	Brokers	Lenders
Deutsche AMM - US	615	0
LaSalle Investment	490	0
Maple Street	91	0
GoodHill Partners	88	0
East Washington Realty	79	0
Regency Centers	69	0

**Market**

Market	# Propts	Est Val (\$M)	% Total
Residential	29	\$2,863	10%
Industrial	1,123	\$13,763	35%
Office	166	\$1,206	3%
Apartment	63	\$2,761	7%
Hotel	37	\$1,763	5%
Office	32	\$5,703	14%
Hotel	2	\$122	0%
Total	1,433	\$88,887	100%

## Macro Trends



**GLOBAL CAPITAL TRENDS**

Global commercial real estate investment volume fell 6% YOY in Q2'16 reaching \$273.9b. While the U.S. saw some recovery (up 6%), the rest of the world was still a blow by Eurozone and Japan.

**EUROPE CAPITAL TRENDS**

European real estate investment volume fell for a second consecutive quarter in Q2'16, the first two-quarter decline since mid-2009. However, very different to then, and movement in pricing yet.

**US CAPITAL TRENDS | THE BIG PICTURE**

Sales of significant commercial properties totaled \$30.0b in July, a figure down 23% YOY. This decline is a reversal from the 2% YOY gain post due to reduced active transactions.

**ASIA PACIFIC CAPITAL TRENDS**

Increasing concerns over the underlying economic, political and financial environment hurt Asia Pacific investment volumes. In Q2'16, income-producing investments fell 48% YOY. At \$20.0b volume was back to 2009 levels. Development sites, however, saw a burst of activity and were up 47% YOY.

# 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.

## 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.

Contact us for more information

[msci.com/contact-us](https://www.msci.com/contact-us)

## 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.

## 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.

## 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.

## 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.

## About MSCI

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