

# DEAL TRACKING REPORT

Beacon



THE GREENWICH GROUP  
INTERNATIONAL LLC  
REAL ESTATE INVESTMENT BANKING

**Term Sheets Received:**

**Executed Confidentiality Agreement Received:**

**Detailed Discussions:**

**Initial Discussions:**

**Groups that have Passed:**

**Uncategorized:**

#	Company / Firm	Comments
1	Acadia Trust N.A.	
2	Adams LaSalle Realty	
3	Advance Realty	11/3/10 - Property Tour - Touring Nov 11th
4	Aegon USA Realty Advisors, LLC	
5	AETNA Real Estate Investments	9/22/10 - Opened Email
6	AEW Capital Management, L.P.	11/3/10 - Passed - Too big
7	AFIUSA	
8	Albanese Organization, Inc.	10/21/10 - Passed - focusing on manhattan
9	American Realty Advisors	9/22/10 - Opened Email
10	ANBAU ENTERPRISES, INC.	10/21/10 - Passed- too big, not really what they are looking for
11	Apollo Global Management, LLC	
12	Apollo Global Real Estate	
13	Applied Development Company	10/13/10 - Passed
14	Area Property Partners	
15	ARTEMIS INTERNATIONAL, LTD.	11/3/10 - Interest - Reviewing, hope for tour week of Nov 8th
16	ASB Capital Management	9/22/10 - Opened Email

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#	Company / Firm	Comments
17	AvalonBay Communities, Inc.	10/12/10 - Mailed Brochure - Sent book, model and press via email
18	Avenue Capital Group	10/3/10 - Passed - Fund is currently out of capital
19	Baupost Group LLC, The	1/9/13 - Opened Email
20	BayNorth Capital	10/3/10 - Client Comment - Currently closing a deal, will review week of October 4th
21	Bayrock Group LLC	10/21/10 - sent cheat sheet
22	Beacon Capital Partners, Inc.	10/12/10 - Passed - Office only
23	Beck Street Capital	10/21/10 - sent cheat sheet
24	Behringer Harvard	9/22/10 - Opened Email
25	Berkenkamp Realty Group LLC	10/3/10 - Interest - Planning tour shortly
26	Berkshire Realty Ventures	10/3/10 - Property Tour - October 6th 9:30 am
27	BlackRock Financial	10/21/10 - sent cheat sheet
28	Blackstone Group, LP	9/22/10 - Opened Email
29	BLDG Management	10/19/10 - Property Tour - Thursday October 21st, 1230pm
30	Blue Vista Capital Partners LLC	10/21/10 - sent cheat sheet
31	Brack Capital	9/30/10 - Passed - Manhattan only
32	Brodsky Organization	
33	Brookfield Asset Management	9/22/10 - Opened Email
34	Brookfield Properties	
35	Brookfield Properties Corporation	9/22/10 - Viewed Website
36	Cantor Real Estate	10/21/10 - resent CA and cheat sheet
37	CANYON CAPITAL ADVISORS, LLC	
38	Canyon Capital Realty Advisors	10/3/10 - Client Comment - Trading calls

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#	Company / Firm	Comments
39	Capital Properties	10/12/10 - Left/Received Message
40	Carlyle Development Group	10/3/10 - Passed - Can only do cash flowing deals
41	Carlyle Group	10/21/10 - sent cheat sheet
42	CB Richard Ellis Strategic Partners L.P.	10/21/10 - sent cheat sheet
43	Centerbridge Partners, L.P.	9/22/10 - Opened Email
44	Cerberus Real Estate Capital Management, LLC	10/13/10 - Left/Received Message
45	Ceres Real Estate LLC	10/13/10 - Potential Interest - big deal may be too big but may have interest in either the bridge loan or providing capital to Sponsors side of the deal.
46	Cheswold Capital	10/13/10 - Left/Received Message
47	Clarett Group	10/3/10 - Client Comment - Not active
48	Clarion Partners	9/22/10 - Opened Email
49	Cogswell Realty Group, LLC	10/3/10 - Client Comment - Trading calls
50	COLONY CAPITAL, LLC	9/22/10 - Opened Email
51	Connell Company	
52	Connell Finance Company, Inc.	10/3/10 - Client Comment - Trading calls
53	Connell Realty & Development Co.	
54	Cornerstone Real Estate Advisers, Inc.	11/3/10 - Interest - Reviewing materials
55	Crescent Heights	
56	DCR Companies	9/22/10 - Opened Email
57	De Shaw & Company	9/22/10 - Viewed Website
58	Dune Capital Management LP	10/3/10 - Client Comment - Trading calls
59	Durst Fetner	
60	DWS	11/3/10 - Passed - Too big
61	Eastern Partners	

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#	Company / Firm	Comments
62	Edge Principal Advisors, LLC	9/22/10 - Opened Email
63	EDM Realty Partners LP	
64	EDWARD J. MINSKOFF EQUITIES, INC.	
65	Elad Properties	
66	Emigrant Realty Finance	
67	Emigrant Savings Bank	11/3/10 - Passed
68	Enterprise Asset Management	11/3/10 - Passed - Too big
69	Equity Residential Properties Trust	11/3/10 - Passed - Location
70	Extell Development	10/19/10 - Sent Confi - Received confi
71	FISHER BROTHERS	9/23/10 - Viewed Website
72	Forest City Ratner Companies	9/29/10 - Potential Interest - Buzz spoke with, seemed interested but they have a lot on their plate with Atlantic yards. Sent teaser and CA
73	Fortress Investment Group, LLC	10/18/10 - Passed - Looking for limited rehab and in place cash flow
74	Fremont Realty Capital	10/3/10 - Client Comment - Raising new fund
75	Garden State Development, Inc.	9/27/10 - Passed Peter has several waterfront sites with potential production of 4-5000 units and no need for additional projects..
76	GE Asset Management, Inc.	
77	GEM Realty Capital, Inc.	
78	General Investment & Development	10/12/10 - Interest some modest interest, has a JC project called the Windsor at Liberty House in Paulus Hook, may not want huge additional concentration there; but just replaced Black Rock as adviser to Cal PERS and also does STERS and Oregon so sitting on lots of money...
79	General Investment & Development Co.	
80	GIC Real Estate	9/22/10 - Opened Email
81	GIC Real Estate, Inc.	

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82	GLADSTEIN DEVELOPMENT GROUP, LLC	
83	GLENMONT CAPITAL MANAGEMENT, LLC	
84	Glenwood Management Corp.	
85	Goldman Sachs & Co.	11/3/10 - Interest - Reviewing materials
86	Goldman, Sachs & Co.	9/22/10 - Opened Email
87	Goodstein Development Company	11/3/10 - Passed - Too big
88	Gotham Developers, LLC	10/13/10 - Sent Confi - Received confi
89	Gotham Organization, Inc.	9/22/10 - Opened Email
90	Greenwich Group International, LLC	10/4/10 - Viewed Website
91	Grosvenor Investment Management US Inc.	
92	Guggenheim Structured Real Estate Advisors	
93	Harbor Federal	
94	Hart Realty Advisers	9/22/10 - Viewed Website
95	HARTZ MOUNTAIN INDUSTRIES	10/21/10 - Passed - Initial decline, but considering alternate approach
96	Heitman Real Estate Investment Management	
97	HFZ Capital	10/1/10 - Viewed Website
98	Hines	9/22/10 - Opened Email
99	Hodes Weill & Associates, LP	10/3/10 - Client Comment - Working on model
100	Hudson Advisors	9/22/10 - Viewed Website
101	Hudson Companies Incorporated	10/26/10 - Property Tour
102	Hudson Development Partners	

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#	Company / Firm	Comments
103	Hudson Housing Capital LLC	
104	ING Clarion	10/3/10 - Client Comment - Trading calls
105	Invesco Realty Advisors, Inc.	9/22/10 - Opened Email
106	Investcorp	9/22/10 - Opened Email
107	Istithmar	
108	J.P. MORGAN ASSET MANAGEMENT INC.	9/30/10 - Sent Confi - Sent via Buzz
109	Jack Parker Corporation	
110	JER Partners	
111	JOHN BUCK COMPANY	9/24/10 - Viewed Website
112	JP Morgan- Asset Management	10/3/10 - Passed - Only look at Jersey City waterfront
113	Juster Realty LLC	10/4/10 - Property Tour - Touring property Wednesday October 6th at noon
114	K. Hovnanian Homes	10/13/10 - Passed - Very capital constrained
115	KENNEDY ASSOCIATES REAL ESTATE COUNSEL	9/22/10 - Viewed Website
116	Kushner Companies	10/21/10 - Passed - Not interested in redevelopment
117	L&B Realty Advisors Inc.	
118	L&L Residential, LLC	11/3/10 - Interest - Hope for tour week of Nov 8
119	Lakestar Properties	10/18/10 - Property Tour - Site visit October 21st, 1030 AM
120	LaSalle Investment Management, Inc.	
121	LCOR	
122	Lennar Partners	9/22/10 - Opened Email
123	Levine Financial	10/20/10 - Sent Confi - Received CA
124	Lexden Capital, LLC	10/4/10 - Mailed Brochure - Sent via email
125	Lighthouse Business Group	
126	Lighthouse Investments	

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127	LIGHTHOUSE REAL ESTATE VENTURES	
128	Long Wharf Real Estate Partners LLC	10/3/10 - Client Comment - Buzz trading calls
129	Lubert-Adler Partners, L.P.	11/3/10 - Interest - Reviewing materials
130	Macfarlane Partners	
131	Mack-Cali Realty Corporation	
132	Macklowe Properties	
133	Madison Marquette	12/13/10 - Viewed Website
134	Madison Realty Capital	
135	Mann Realty Associates	9/22/10 - Opened Email
136	Maxx Ventures LLC	9/30/10 - Client Comment - Sent email by Buzz Shattan
137	McMorgan & Company	9/22/10 - Opened Email
138	Meadow Partners	9/22/10 - Opened Email
139	Menachem Shagalow	11/3/10 - Property Tour - Nov 2nd
140	MetLife Real Estate Investments	
141	Midtown Equities, LLC	
142	Milestone Group	
143	Millennium Homes, a division of BNE Associates	
144	MMDC Group	
145	Moinian Group	9/27/10 - Passed not interested in the location
146	Morgan Properties	9/22/10 - Opened Email
147	Morgan Stanley - MSREF	10/18/10 - Left/Received Message
148	Morguard Investments	
149	MSD Capital, L.P.	9/22/10 - Opened Email

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#	Company / Firm	Comments
150	New Bell Capital	
151	New World	11/3/10 - Viewed Website
152	New York Life Investment Management LLC	9/22/10 - Opened Email
153	New York Observer	10/15/10 - Passed - Passed, very busy with other deals
154	NewOak Capital LLC	9/22/10 - Opened Email
155	Northwestern Mutual	
156	NORTHWESTERN MUTUAL LIFE	
157	Northwestern Mutual Life Insurance	11/3/10 - Interest - Reviewing materials
158	Northwood Investors	9/22/10 - Opened Email
159	NVR	
160	O Connor Capital Partners	11/3/10 - Property Tour - Toured Nov 2nd 2010
161	O'Connor Capital Partners	
162	Oaktree Capital Management	9/22/10 - Opened Email
163	Och-Ziff Real Estate	
164	OConnor Capital Partners	
165	Ohio State Teachers Retirement System	
166	Olayan Group	10/27/10 - Property Tour - November 11th 2pm
167	ORIX REAL ESTATE CAPITAL	
168	ORIX REAL ESTATE EQUITIES	
169	ORIX USA	
170	Overland Capital Group	
171	Panepinto Properties	10/18/10 - Left/Received Message
172	Pearson Partners	12/28/10 - Opened Email

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#	Company / Firm	Comments
173	Peebles Atlantic Development Corporation	9/22/10 - Opened Email
174	Peebles Corporation, The	
175	Perry Capital	10/19/10 - Passed - too large, not looking for construction risk at this time.
176	Phoenix Realty Group LLC	10/18/10 - Passed - not comfortable with market and looked at deal previously and did not like valuation.
177	Praedium Group	10/3/10 - Passed - Deal too large for them
178	Principal Financial Group	
179	Privet Investments	
180	Prudential Real Estate Investors	10/15/10 - Property Tour - Wednesday October 20 at 8am
181	Ramius Capital	
182	RCG Longview	11/3/10 - Interest - Reviewing materials
183	Real Estate Capital Partners	
184	REDEVCO	
185	Related Companies, L.P.	9/29/10 - Potential Interest - Buzz sent teaser
186	RFR HOLDING LLC	
187	RFR Holding, LLC	9/22/10 - Viewed Website
188	Rockefeller Group International	
189	Rockpoint Group	11/3/10 - Interest - Reviewing Materials
190	Rockwood Capital Corporation	9/22/10 - Opened Email
191	Rose Associates	9/22/10 - Opened Email
192	Rose Associates, Inc.	9/22/10 - Opened Email
193	Roseland Property Company	10/3/10 - Client Comment - Trading Calls
194	Rosen Associates	
195	Rosen Partners LLC	9/22/10 - Opened Email

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#	Company / Firm	Comments
196	Rudin Development, LLC	
197	Scottish Widows Investment Partnership	
198	SCS-Strategic Capital Solutions, LLC	9/27/10 - Viewed Website
199	Sierra Realty Corp.	
200	Silverstein Properties	9/22/10 - Opened Email
201	Silverstein Properties, Inc.	
202	SJP Properties	10/27/10 - Property Tour - October 28th 2pm
203	Spring Hill Capital Partners, LLC	9/22/10 - Opened Email
204	Square Mile Capital	
205	ST. PAUL PROPERTIES, INC.	9/22/10 - Opened Email
206	Starwood Capital Group, LP	10/11/10 - Property Tour - Scheduled for tuesday october 12th
207	State Teachers Retirement System of Ohio	9/22/10 - Opened Email
208	STERLING EQUITES	
209	Stockbridge Real Estate Funds	9/22/10 - Opened Email
210	Stonehenge Real Estate Group	11/3/10 - Property Tour - Tentatively Nov 10th
211	Strategic Capital Partners	9/22/10 - Opened Email
212	Sumitomo Corporation of America	9/22/10 - Opened Email
213	Swire Properties	
214	TA ASSOCIATES REALTY	9/22/10 - Opened Email
215	TACONIC Investment Partners LLC	10/15/10 - Left/Received Message
216	TGM Associates	10/12/10 - Mailed Brochure - Sent via email

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#	Company / Firm	Comments
217	Thor Equities, LLC	
218	Three Wall Capital, LLC	
219	TIAA - CREF	
220	TIME EQUITIES, INC.	10/15/10 - Passed - Passed, too large for them and not keen on location
221	Tishman Speyer Properties	
222	TOLL BROTHERS	10/3/10 - Passed - Location
223	Transwestern	
224	Transwestern Commercial Services	9/22/10 - Opened Email
225	Transwestern Investment Company, LLC	9/22/10 - Opened Email
226	Tri-Artisan Capital Partners LLC	
227	Tribeca Associates	10/18/10 - Mailed Brochure - Sent via email
228	Trio Partners	10/11/10 - Mailed Brochure - Sent electronically via email
229	TRUMP CORPORATION	
230	Tuckerman Group	
231	Twining Properties	9/29/10 - Mailed Brochure
232	UBS Realty Investors LLC	10/3/10 - Client Comment - Left message
233	ULLICO	
234	Ulysses	10/5/10 - Mailed Brochure - Sent via email, sent model as well
235	Urban America	
236	Urdang & Associates RE Advisors	10/18/10 - Passed no interest in rehab projects, looking for in place cash flow mostly in southeast for mf and ne for office and retail
237	USAA Real Estate Company	9/22/10 - Opened Email
238	Vornado Realty Trust	
239	VTT Management	
240	Wafra Investment Advisory Group, Inc.	10/5/10 - Passed Ed Ryan passed. Only interested in cash-flowing property.

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#	Company / Firm	Comments
241	Walton Street Capital, LLC	
242	Westbrook Partners	9/22/10 - Opened Email
243	Westbrook Partners, L.L.C.	10/19/10 - sent email teaser with cover note, will follow up with
244	Westdale Investment Partners	10/1/10 - Passed - Not a strategy fit
245	Westport Capital Partners	10/15/10 - Passed - Too large
246	White Star Advisors LLC	
247	WITKOFF GROUP, THE	10/19/10 - Potential Interest- gave overview of deal and they want to review the book. sent CA for execution.
248	Wolters Kluwer NV	
249	YL Real Estate Developers	
250	York Capital Management	
251	ZAR Properties	10/19/10 - Passed- Manhattan only
252	ZECKENDORF REALTY, L.P.	9/30/10 - Client Comment - Buzz Shattan sent e-mail