

DEAL TRACKING REPORT

Non-Top 30 Equity Groups



THE GREENWICH GROUP
INTERNATIONAL LLC
REAL ESTATE INVESTMENT BANKING

Term Sheets Received:

Executed Confidentiality Agreement Received:

Detailed Discussions:

#	Company / Firm	Comments
1	Cohen Equities	10-10-14 - Cornell classmates of DF. Their firm is targeting distressed retail assets throughout the US.
2	Persimmon Capital Partners	11-5-2014 - Had lunch with Mike Snyder today. Graduated undergrad from Notre Dame in 2007, and spent time living in South Florida (Near Boca Raton), working for a family office/private equity group that developed a large portion of Boca Raton. Moved up to the DC area, and has been here for 4 years. Of the 3 people on the investment committee, 1 of them worked in online retailing, and as such they are not strong believers in brick & mortar retail locations/investments. Overall, their investment profile is roughly 30% quick turn (3,5, or 7 year investment horizons), and 70% is geared towards long term ownership. They recently refinanced a deal 95% LTC and received a 20 year note on it. They are mostly looking at multifamily deals (both apartment and condos), and their main play in The Lauren was that their price-point was equivalent to a typical single family house and larger square footage than most condos in the area. They think the play was for families to move horizontally from their house, into the amenity rich area of Bethesda. The fastest they have closed a deal was in 10 days, so they can move quickly.
3	Structure Tone Equities	PW & DF - Meeting on 10-1-2014 with Chris Miculis. Meeting notes attached. Deals to Follow-up on are as follows in order of their interest; 1) Horizon Apartmentst; 2) 609 H Street; and 3) Charlottesville

Initial Discussions:

Groups that have Passed:

Uncategorized: