

DEAL TRACKING REPORT

LakePoint



THE GREENWICH GROUP
INTERNATIONAL LLC
REAL ESTATE INVESTMENT BANKING

Term Sheets Received:

Executed Confidentiality Agreement Received:

Detailed Discussions:

Initial Discussions:

Groups that have Passed:

#	Company / Firm	Comments
1	A10 Capital	intro email sent 6/11/2015; called 6/11/2015 deal too large, no land
2	Ares Management	6/17/15 - sent exec summary 6/15/2015

Uncategorized:

#	Company / Firm	Comments
1	AEW	
2	AIG	
3	Angelo Gordon & Co.	
4	Annaly Mortgage Management	
5	Apollo Commercial Real Estate Finance, Inc.	
6	Avanti Property Group	
7	Bank OZK	
8	Barclays Capital	
9	Basis Investment Group, LLC	
10	Baupost Group LLC, The	
11	Bay North	
12	Beal Bank / CLG Hedge Fund	
13	Ben Harris	
14	Black Rock	
15	Blackstone	
16	Brookfield	

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Uncategorized (Cont.):

#	Company / Firm	Comments
17	Cantor	
18	Canyon Capital	
19	Capital Source	6/17/15 - email back 6/16 - deal too large (max loan \$50 MM), too special purpose
20	Centennial Property Finance	
21	China Development Bank	
22	Colony Capital	
23	Dougherty Funding	
24	Ever Bank	
25	Fifth Third Bank	
26	Forman Capital	
27	Fortress	
28	Fortress Investment Group	
29	Goldman Sachs	
30	Gramercy Property Trust	
31	Greenfield Partners	
32	HSBC	
33	Hudson Realty Capital LLC	
34	i-Star	
35	Jefferies LoanCore	
36	Key Bank	
37	Ladder	
38	Land Finance Group	
39	Lattitude	
40	Lupert Adler	
41	Mesa West Capital	
42	Mitsui Fudosan	
43	Morgan Stanley	
44	Mutual of Omaha Bank	

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Uncategorized (Cont.):

#	Company / Firm	Comments
45	NATIXIS	
46	Ohio STRS	
47	ORIX USA	
48	Oxford	
49	Pacific Life Insurance Co.	
50	Parse Capital	
51	PCCP	
52	Pembroke Capital Management	
53	Praedium Group	
54	Prime Finance	
55	Principal	
56	Prudential	
57	RBS Citizens	
58	Regions Bank	
59	Santander	
60	Silver Arch Capital	
61	Starwood Capital	
62	Stiffel	
63	Suncal	
64	TPG (TX Pacific)	
65	Truist	
66	U.S. Bank	
67	UBS	
68	USAA Real Estate Company	
69	Walton Street Capital, LLC	
70	Wells Fargo	
71	Westbrook Partners	
72	WP Carey	