

DEAL TRACKING REPORT

Crossroads Village Center - Sale



THE GREENWICH GROUP
INTERNATIONAL LLC
REAL ESTATE INVESTMENT BANKING

Term Sheets Received:

Executed Confidentiality Agreement Received:

#	Company / Firm	Comments
1	888RealtyInvestors	
2	Atapco	5/21/19 - Left message and sent email to Armin
3	IDI Group Companies	
4	Lincoln Property Company	5/21/19 - Awaiting CA from Brandon Ernst

Detailed Discussions:

#	Company / Firm	Comments
1	MCB Capital	5/14/19 - Spoke with David Bramble - they will take a look.

Initial Discussions:

#	Company / Firm	Comments
1	AJ Dwoskin	
2	Chalmers Property Company	
3	Elm Street Development	
4	North America Sekisui House, LLC (NASH)	5/21/19 - Gabe came back to me - they have a large project in DC so probably can't take anything else on at the moment, but said he will still take a look

Groups that have Passed:

#	Company / Firm	Comments
1	Agree Realty Co.	
2	Greenhill & Co., LLC	5/14/19 - Left VM and Sent Email 5.14.19
3	Peterson Companies	5/28/19 - Pass - Meladon has done the work they normally do on projects to create value and don't see much more value creation opportunities
4	Pinkard Group	6/3/19 - Deal is too baked for them to get excited about
5	Uniwest	
6	Wheeler Real Estate Investment Trust	6/10/19 - They're more of a buyer of stabilized grocery-anchored centers

Uncategorized:

#	Company / Firm	Comments
1	Armada Hoffer	5/21/19 - RA 5.21.19 - Sent email to Chris Harvey

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Uncategorized (Cont.):

#	Company / Firm	Comments
2	Beatty Management	5/22/19 - Sent emails
3	Bernstein Management	5/21/19 - Sent Tara an email and CC'd their Principal to add a little pressure. Tara's bounced back, but it went through to their CEO.
4	BF Saul Companies	6/10/19 - Left another message with Todd Pearson
5	Brick Companies	5/14/19 - Left VM and Email for Pete Hill-Byrne - 5.14.19
6	Buchanan Partners	5/8/19 - Left messages for both Kingsley Mcadam and Jimmy Roembke
7	Chesapeake Realty Partners	6/4/19 - Sent an email and left a message with Norman Suss, head of investments, follow up with a call later
8	Chevy Chase Land	6/10/19 - Left another message with Tom Regnell
9	Comstock Homes, Inc.	
10	Finmarc	
11	First Washington Realty	6/4/19 - Sent email to Amrit Chase, need to follow up with a call later this week
12	Hobby Mitchell Lansdowne Development	5/20/19 - RA - Couldn't find any phone number, sent an email. Will follow up later if I can.
13	Madison Marquette	6/10/19 - Left another message with Dan Speilman
14	Petrie Richardson Ventures	5/14/19 - Sent Email 5.14.19
15	Roadside Development	6/10/19 - Left another message