

# DEAL TRACKING REPORT

Two North, San Jose, CA



THE GREENWICH GROUP  
INTERNATIONAL LLC  
REAL ESTATE INVESTMENT BANKING

## Term Sheets Received:

### Executed Confidentiality Agreement Received:

#	Company / Firm	Comments
1	Alcion Ventures	8/31/20 - Sent email requesting a call with sponsor
2	CrossHarbor Capital Partners LLC	8/24/20 - We are going to pass on this one – the untrended / trended ROC metrics and all-in basis make this one too tight for us to have comfort for an office deal in this environment. We feel that the return on cost compresses further once layering in leverage / interest carry, and we'd really need to employ leverage to get close to our targeted returns. Once again, thanks for sending us the opportunity and we look forward to reviewing others in the future.
3	Garrison Investment Group	8/19/20 - Sent financial information as requested. Also sent leasing brochures for 1 West Santa Clara and 2 West. Trying to arrange a call with Sponsor.
4	Jamestown Properties	
5	Oaktree Capital Management	8/19/20 - Sent leasing brochures for 1 West Santa Clara and 2 West
6	Rockwood Capital Corporation	8/31/20 - Sent email requesting a call with sponsor
7	Wafra Investment Advisory Group, Inc.	8/31/20 - Sent email requesting a call with sponsor

## Detailed Discussions:

### Initial Discussions:

#	Company / Firm	Comments
1	Baupost Group LLC, The	
2	Blue Vista Capital Partners LLC	8/7/20 - Email sent
3	CenterSquare Investment Management	
4	Farallon Capital Management	
5	Heitman Real Estate Investment Management	8/7/20 - Email sent
6	LaSalle Investment Management, Inc.	

## Groups that have Passed:

#	Company / Firm	Comments
1	AEW Capital Management, L.P.	8/24/20 - Drove by the building yesterday and also discussed internally. I am a pass for our core and value add buckets of money. However, I passed on to Jon Watson who covers this for our opportunistic capital

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## Groups that have Passed (Cont.):

#	Company / Firm	Comments
2	appian capital	8/24/20 - Mostly doing group up multi-family development
3	ASB Capital Management	8/6/20 - Email sent
4	Canyon Capital Realty Advisors	8/13/20 - Would only be interested in mezz or pref.
5	Carlyle Group	8/14/20 - Don't see Carlyle doing creative office or traditional office at this time
6	MSD Capital, L.P.	8/10/20 - Min equity check of \$75M.
7	NATIONAL REAL ESTATE ADVISORS	8/19/20 - Sent financial information as requested. Also sent leasing brochures for 1 West Santa Clara and 2 West. Trying to arrange a call with Sponsor.
8	Nuveen Real Estate	
9	PCCP	8/6/20 - Email sent
10	Sculptor Capital	8/17/20 - Follow up email sent
11	Shorenstein Company	9/1/20 - Decided it was too small for their fund
12	Somera Capital Management, LLC	8/17/20 - Follow up email sent

## Uncategorized:

#	Company / Firm	Comments
1	Barings Real Estate Advisors	8/17/20 - Sent follow up email
2	Bentall Kennedy	8/17/20 - Email sent
3	Bristol Group Inc.	
4	Clarion Partners	8/17/20 - Follow up email sent
5	Federal Capital Partners	8/7/20 - Email sent
6	JP Morgan Asset Management	
7	Long Wharf Real Estate Partners LLC	8/17/20 - Follow up email sent
8	Prudential Real Estate Investors	
9	Rockpoint Group	
10	Square Mile Capital	8/7/20 - Email sent

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## Uncategorized (Cont.):

#	Company / Firm	Comments
11	USAA Real Estate Company	2/15/22 - Email sent to Robert Amick
12	Washington Capital Management	8/7/20 - Email sent