

# DEAL TRACKING REPORT

Walnut Creek Executive Park - Equity



THE GREENWICH GROUP  
INTERNATIONAL LLC  
REAL ESTATE INVESTMENT BANKING

## Term Sheets Received:

## Executed Confidentiality Agreement Received:

## Detailed Discussions:

#	Company / Firm	Comments
1	Baupost Group LLC, The	2/22/22 - Follow up email sent with invitation for a call with the sponsor
2	Contrarian Capital Management, L.L.C.	2/22/22 - Follow up email sent with invitation for a call with the sponsor
3	Embarcadero Associates	2/15/22 - Tim McEnery and client are in direct discussion. PW meeting them in DC on 2/24
4	Realty Mogul	2/16/22 - OM and Financials sent to Sunny Aidasani

## Initial Discussions:

#	Company / Firm	Comments
1	Artemis Real Estate Partners	2/22/22 - Follow up email sent with invitation for a call with the sponsor
2	ELV	
3	Invesco	2/17/22 - Sent follow up
4	JCR Capital	2/15/22 - No equity but have a proprietary bridge loan that they would like us to consider
5	JP Morgan Asset Management	2/15/22 - Email sent to Preston Meyer
6	LaSalle Investment Management, Inc.	2/22/22 - Followed up with Erick Paulson
7	Nuveen Real Estate	
8	Ohio STRS	2/17/22 - Referred to Eric Newberg, Nik Tan and Brendon Lydon.
9	Square Mile Capital	2/22/22 - Follow up email sent with invitation for a call with the sponsor
10	Stepstone Group	2/16/22 - Do not have equity for acquisitions but have funds for recapitalizations. If this could be positioned as a recap they could have an interest.

## Groups that have Passed:

#	Company / Firm	Comments
1	Alcion Ventures	2/17/22 - Not really pursuing office at the moment. Interested in single story light industrial/flex
2	ASB Real Estate Investments	2/17/22 - Pass- not chasing office right now

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## Groups that have Passed (Cont.):

#	Company / Firm	Comments
3	CenterSquare Investment Management	2/15/22 - Email sent to Chad Burkhardt
4	Jamestown Properties	2/17/22 - Pass - seen it when marketed by JLL. Not for them.
5	MSD Capital, L.P.	2/18/22 - Pass - too small
6	Oaktree Capital Mgmt.	2/16/22 - Pass - too small
7	Partners Group	2/17/22 - Pass - being very selective with office at the present
8	USAA Real Estate Company	2/15/22 - No appetite for office right now
9	Wheelock Street Capital	2/17/22 - Sent follow up

## Uncategorized:

#	Company / Firm	Comments
1	AEW	2/17/22 - Sent follow up
2	AIG Global Real Estate	
3	American Realty Advisors	2/17/22 - Sent follow up
4	Angelo Gordon & Co.	2/17/22 - Sent follow up
5	appian capital	2/17/22 - Sent follow up
6	Barings Real Estate Advisors	2/15/22 - Email sent to Mike Zammitti
7	Bentall Kennedy	2/17/22 - Sent follow up
8	Brookfield	
9	Carlyle Group	2/22/22 - Sent email to Richard Plackter
10	CBRE Global Investors	
11	Cerberus	
12	CIM Group	
13	Clarion Partners	2/17/22 - Sent follow up
14	CPP Investment Board	2/15/22 - Email sent to Hilary Spann
15	DRA Advisors	2/17/22 - Sent follow up
16	Ensemble Investments, LLC	2/22/22 - Email sent to Tyson Sales

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## Uncategorized (Cont.):

#	Company / Firm	Comments
17	Fremont Realty Capital	2/17/22 - Sent follow up
18	Garrison Investment Group	2/17/22 - Sent follow up
19	Grosvenor Americas, Inc.	2/15/22 - Email sent to Mark Purdy
20	Investcorp	
21	Jasper Ridge Investments	
22	KKR	2/15/22 - Email sent to Michael Friedland
23	Madison Marquette	2/17/22 - Sent follow up
24	Mandrake Capital	
25	Meadow Partners	
26	MetLife Real Estate Investments	2/17/22 - Sent follow up
27	Morgan Stanley - MSREF	
28	MOSAIC INVESTMENTS, LLC	
29	NATIONAL REAL ESTATE ADVISORS	2/17/22 - Sent follow up
30	Northwood Investors	2/17/22 - Sent follow up
31	Octo Capital	
32	Olayan Group	2/17/22 - Sent follow up
33	Oxford Properties	
34	Pearlmark	
35	Pennybacker Group	
36	PGIM Real Estate Finance	
37	Quad Real	
38	Sculptor Capital	2/15/22 - Email sent to Dan Ruppert
39	SILVER PEAK FUND, LP	
40	Singerman Real Estate	
41	Somera Capital Management, LLC	2/17/22 - Sent follow up

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## Uncategorized (Cont.):

#	Company / Firm	Comments
42	Stockbridge Real Estate Funds	2/17/22 - Sent follow up
43	Westminster Capital	