

DEAL TRACKING REPORT

7201 Wisconsin Avenue - Co-Developer



THE GREENWICH GROUP
INTERNATIONAL LLC
REAL ESTATE INVESTMENT BANKING

Term Sheets Received:

Executed Confidentiality Agreement Received:

#	Company / Firm	Comments
1	Bozzuto Group	10/17/24 - Sent follow up email to enquire about CA
2	Criterion Real Estate Capital	
3	Hanover Company	10/17/24 - Sent follow up email to DD sent
4	Jefferson Apartment Group	10/17/24 - Followed up following DD sent
5	Madison Marquette	10/17/24 - Property Tour - 10.17.24
6	TOLL BROTHERS	10/17/24 - Followed up following DD sent

Detailed Discussions:

Initial Discussions:

#	Company / Firm	Comments
1	Carmel Partners	10/17/24 - Sent follow up email
2	Hoffman & Associates	9/24/24 - Investment summary sent to Chris Fong
3	Montgomery Street Partners	
4	Rockwood Capital Corporation	9/24/24 - Investment summary sent to Alex Papoff

Groups that have Passed:

#	Company / Firm	Comments
1	AEW Capital Management, L.P.	9/19/24 - Sent investment summary
2	Artemis Real Estate Partners	9/20/24 - Focused on buying distress at below replacement cost
3	Baupost Group LLC, The	9/20/24 - Don't like the size of the project
4	BRT Realty Trust	9/20/24 - Sent investment summary
5	CRC Companies, LLC	9/20/24 - Sent investment summary to Casey Nolan
6	Elme Communities	9/24/24 - Investment summary sent to Dan Chappell

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Groups that have Passed (Cont.):

#	Company / Firm	Comments
7	Equity Residential Properties Trust	9/24/24 - Investment summary sent to Brian Grant
8	FISHER BROTHERS	
9	Gables Residential	10/17/24 - Not interested in 7201 Wisconsin but interested in 2200 Wilson
10	Grosvenor Americas, Inc.	10/17/24 - Not interested in 7201 Wisconsin but interested in 2200 Wilson
11	Insight Property Group	10/29/24 - After studying the opportunity, we did not see a clear path to a project with a land basis that would be work for a ground-up multifamily project given the loan balance coupled with the existing leases in place.
12	Jair Lynch Development Partners	10/29/24 - Jair Lynch has taken a pass on 7201 predevelopment. They have no bandwidth for another project at this time, especially one that would be another “extremely large project” .
13	JLB Partners	9/24/24 - Investment summary sent to Graham Brock

Uncategorized:

#	Company / Firm	Comments
1	Affinius Capital	
2	AIMCO	9/20/24 - Sent investment summary
3	Avalon Bay	9/19/24 - Sent investment summary
4	Brookfield	9/20/24 - Sent investment summary
5	Chevy Chase Land	9/20/24 - Sent investment summary
6	CIM Group	9/20/24 - Sent investment summary to Jason Fisher
7	Crescent Communities	9/20/24 - Investment summary sent to Brandon Wright
8	Elm Street Development	9/24/24 - Investment summary sent to Kate Kubit
9	ELV	9/24/24 - Investment summary sent to Fred Beddard
10	EYA	
11	Fairfield Residential Co.	9/24/24 - Investment summary sent to Daniel McArthur
12	Federal Capital Partners	9/19/24 - Sent investment summary
13	Gilbane	9/24/24 - Investment summary sent to John Keegan
14	Greystar Real Estate Partners	9/19/24 - Sent investment summary
15	Highwoods Properties	9/24/24 - Investment summary sent to Carman Liuzzo
16	LCOR	

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Uncategorized (Cont.):

#	Company / Firm	Comments
17	MAA	9/24/24 - Investment summary sent to Jay Blackman
18	Mill Creek Residential	9/20/24 - Investment summary sent to Sean Caldwell
19	Monument Realty	9/24/24 - Investment summary sent to Michael Darby
20	Orr Partners	
21	PGIM Real Estate Finance	
22	PIMCO	
23	Quarterra Multifamily	
24	Rubenstein Partners	9/24/24 - Investment summary sent to Steve Evans
25	Stepstone Group	
26	Stewart Investment Partners	9/19/24 - Sent investment summary
27	Trammell Crow Residential	10/24/24 - Sent to Chris Rodriquez
28	UDR	
29	Washington Property Company	
30	Wood Partners	
31	Woodfield Investments, LLC	9/19/24 - Sent investment summary