

**NEWMARK**

# Logistics Capital Markets

**CAPABILITIES OVERVIEW**



## In an ever-changing capital markets environment, experience and collaboration matters.

Newmark Logistics Capital Markets is the industry's leading industrial and logistics investment sales and structured finance team. With an unparalleled \$225B+ transaction track record, presence in 100+ strategic markets globally covering Tier 1 to tertiary, and a robust and collaborative global platform, Newmark Logistics Capital Markets delivers solutions tailored to all of our clients' unique needs, now and in the future.

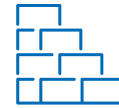
Armed with the right insight, our experts consistently anticipate our clients' ever-evolving needs and cultivate the knowledge necessary to meet the moment.



**Plan**



**Stabilize/  
Transact**



**Build**



**Monetize**

---

## Our professionals are experts in creative advisory solutions, driving pricing and utilizing a proven process to deliver exceptional capital solutions for our private, corporate and institutional clients.

### Research

Detailed and precise data, combined with industry-leading market commentary, enables us to guide clients holistically as they make regional and global real estate decisions.

### Technology

Our array of technology solutions empowers real estate decision-makers to make smart choices faster by revealing the connections between data and impact.

### Thought Leadership

Our industrial research experts are dedicated to identifying current and future trends and market implications, producing timely, data-driven insights to advise clients in an ever-changing landscape.

### Consultative Approach

From planning to implementation, our business and real estate consulting platform, Global Strategy, offers multidisciplinary solutions across Portfolio Strategy, Workplace Strategy & Human Experience; Location Strategy & Site Selection; and Economic Incentives Advisory. Our expertise encompasses the broad trends and operational nuances of global supply.

## TRANSACTION SUMMARY

**\$225+B**

TOTAL SALES VOLUME

**3.3B**

TOTAL SQUARE FEET

**3,000+**

TRANSACTIONS



**Source** Newmark Logistics Capital Markets Team Historical Career Experience

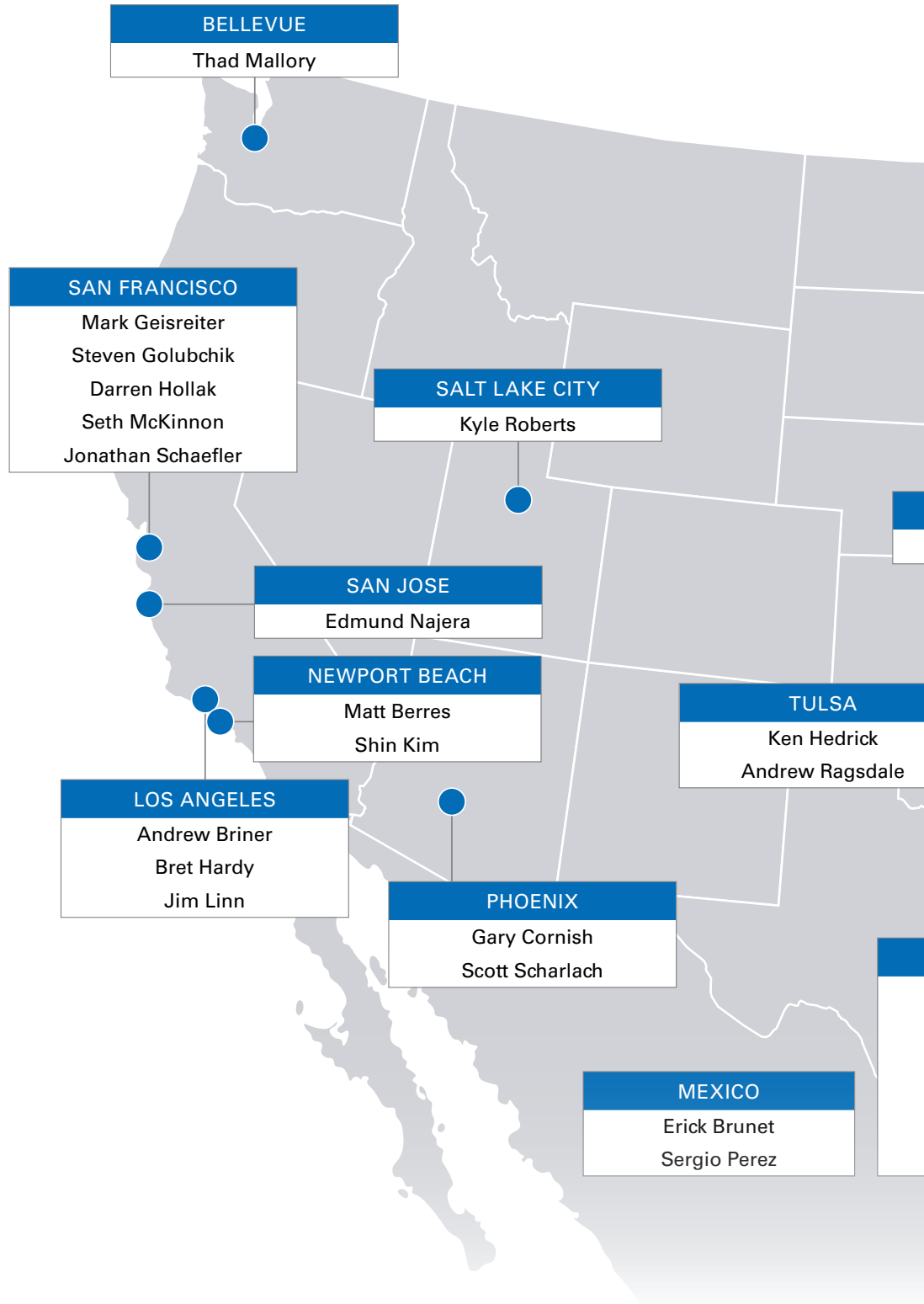
# Logistics Capital Markets National Leadership

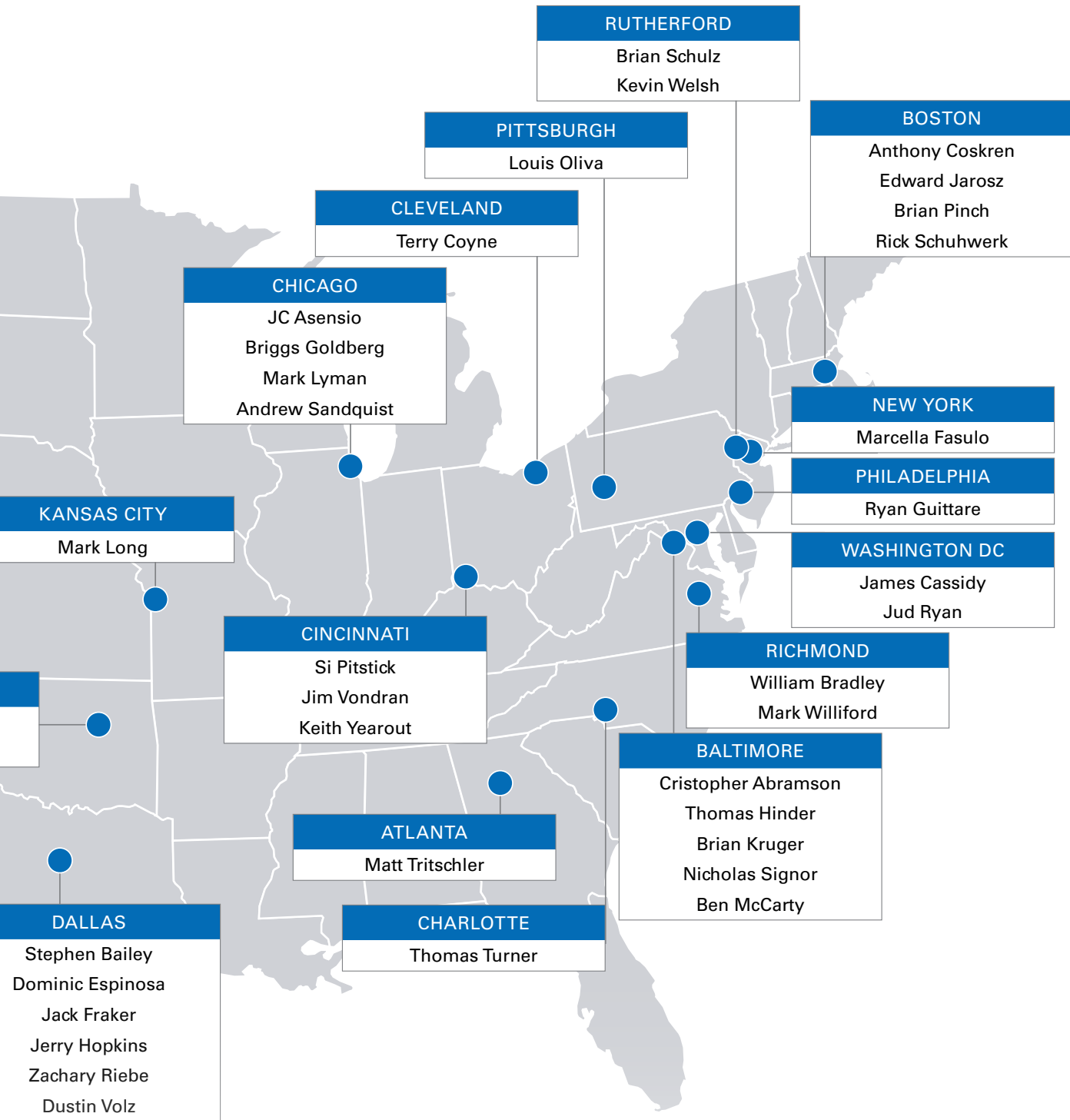


**Jack Fraker**  
*President, Global Head of  
Industrial and Logistics  
Capital Markets*



**Chad Lavender**  
*President of  
Capital Markets,  
North America*





REPRESENTATIVE EXPERIENCE - NATIONAL



**BRIDGE  
POINT LACEY**

**LACEY, WA**  
717,000 SF  
Sold on behalf of:  
Institutional Seller



**1580 OLD  
OAKLAND ROAD**

**SAN JOSE, CA**  
177,117 SF  
Sold on behalf of:  
Institutional Seller



**FORNEY LOGISTICS  
CROSSING**

**FORNEY, TX**  
904,495 SF  
Sold on behalf of:  
Grandview Partners &  
Stillwater Capital



**44 LOWELL  
JUNCTION ROAD**

**ANDOVER, MA**  
135,077 SF  
Sold on behalf of:  
Griffith Properties



**NORTH COUNTY  
CORPORATE CENTER**

**VISTA, CA**  
493,898 SF  
Sold on behalf of:  
Barings



**IG LOGISTICS  
IOS PORTFOLIO**

**PHILADELPHIA, PA**  
15.82 Acres  
Sold on behalf of:  
IG Logistics



**PACIFIC GATEWAY  
INDUSTRIAL PARK**

**KENT, WA**  
823,600 SF  
Sold on behalf of:  
Panattoni Development  
Company



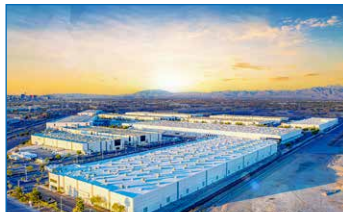
**BRISTOL LOGISTICS  
CENTER**

**BRISTOL, CT**  
1,138,144 SF  
Sold on behalf of:  
BLDG Management



**NORFLEET DISTRIBUTION  
CENTER**

**KANSAS CITY, MO**  
702,000 SF  
Sold on behalf of:  
LaSalle Investment  
Management



**GOLDEN TRIANGLE  
INDUSTRIAL PARK**

**NORTH LAS VEGAS, NV**  
2,403,340 SF  
Sold on behalf of:  
Washington Capital



**IG LOGISTICS  
IOS PORTFOLIO**

**UTAH & CALIFORNIA**  
1,160,000 SF  
Sold on behalf of:  
A Family Office



**KLOSTERMAN BAKERY  
PORTFOLIO SALE LEASEBACK**

**MULTI-STATE**  
526,492 SF  
Sold on behalf of:  
Klosterman Bakery Company



**KANSAS CITY LAST MILE  
PORTFOLIO**

**KANSAS CITY, MO**  
2,162,572 SFc  
Sold on behalf of:  
Private Equity Fund



**INTERCHANGE  
INDUSTRIAL CENTER**

**NORTH LAS VEGAS, NV**  
683,431 SF  
Sold on behalf of:  
CapRock Partners & Carlyle



**AHF PRODUCTS PORTFOLIO  
SALE LEASEBACK**

**MULTI-STATE**  
969,030 SF  
Sold on behalf of:  
AHF Products LLC



**KEARNY MESA  
LOGISTICS CENTER**

**SAN DIEGO, CA**  
299,381 SF  
Sold on behalf of:  
Crow Holdings & Lincoln  
Property Company

REPRESENTATIVE EXPERIENCE - NATIONAL



**100 RUSTCRAFT**

**DEDHAM, MA**

422,117 SF  
 Sold on behalf of:  
 RJ Kelly & Independencia Asset  
 Management



**300 TOLAND**

**SAN FRANCISCO, CA**

22,674 SF  
 Sold on behalf of:  
 HNWI



**3900 INDIAN AVENUE**

**PERRIS, CA**

579,708 SF  
 Sold on behalf of:  
 Clarion Partners



**11404 COMMANDO ROAD**

**EVERETT, WA**

246,640 SF  
 Sold on behalf of:  
 Capstone



**TASMAN TECH**

**MILPITAS, CA**

608,968 SF  
 Sold on behalf of:  
 Lionstone Investments



**2620 DECKER LAKE**

**SALT LAKE CITY, UT**

423,881 SF  
 Sold on behalf of:  
 Dakota Pacific



**400 NATIONAL**

**SIMI VALLEY, CA**

290,220 SF  
 Sold on behalf of:  
 Greenlaw Partners



**PORTSIDE 55**

**TACOMA, WA**

428,101 SF  
 Sold on behalf of:  
 Avenue 55



**AHF PRODUCTS BEVERLY**

**BEVERLY, WV**

818,642 SF  
 Sold on behalf of:  
 AHF Products, LLC



**8700 RITCHIE DRIVE**

**MULTICITY, MA**

295,602 SF  
 Sold on behalf of:  
 Seyon & Wheelock Street



**CENTCONN LOGISTICS**

**CHELSHIRE, CT**

527,000 SF  
 Sold on behalf of:  
 DRA Advisors



**4240 W 190TH**

**TORRANCE, CA**

307,487 SF  
 Sold on behalf of:  
 Private Equity Fund



**1710 AUTOMATION**

**SAN JOSE, CA**

196,647 SF  
 Sold on behalf of:  
 EQT



**1020 E 149 STREET**

**BRONX, NY**

5.1 Acres  
 Sold on behalf of:  
 Buckeye Terminals



**8700 RITCHIE DRIVE  
 CAPITOL HEIGHTS, MD**

102,702 SF  
 Sold on behalf of:  
 Principal RE Investors



**PROJECT SEQUOIA  
 NORTHERN VIRGINIA**

856,000 SF  
 Sold on behalf of:  
 Institutional Seller

# U.S. Access to Global Capital

Newmark's International Capital Markets is the unequivocal leader in sourcing and advising non-domestic capital seeking to invest in U.S. property markets. Amid the most challenge condition investors have faced in more than a decade, Newmark has been entrusted to represent and advise foreign investors more than any other firm in the capitalization of their U.S. assets over the past three years.

## GLOBAL



**ALEX FOSHAY**  
Americas & Europe  
Divisional Head of  
International Capital Markets

## MIDDLE EAST



**JOSEPH MORRIS**  
Dubai  
Executive Managing Director,  
Capital Markets, Middle East

## ASIA PACIFIC



**FREDERICK WONG**  
Hong Kong  
Executive Managing Director,  
Capital Markets, Asia Pacific



**Victoria Radman**  
Associate,  
International Capital Markets



**Kathleen Allen**  
Brokerage Services Administrator

Over the last two years Newmark's International Capital Markets team executed over approximately \$1.9Bn of logistics in the US with off-shore investors over the last 2 years and ranked #1 in U.S. cross border investment sales. That recent track record across gateway and non-gateway markets reflects the expanding range of geographies that off-shore investors are actively investing in, along with their pursuit of a rapidly growing range of real estate sectors.





**NEWMARK RANKS**

#1

IN U.S. CROSS BORDER  
INVESTMENT SALES  
OVER THE LAST 2 YEARS

#1

ADVISOR WHEN  
INTERNATIONAL FIRMS  
INVEST IN THE U.S

Source: Real Capital Analytics

Newmark Group, Inc. (Nasdaq: NMRK), together with its subsidiaries (“Newmark”), is a world leader in commercial real estate, seamlessly powering every phase of the property life cycle.

Newmark’s comprehensive suite of services and products is uniquely tailored to each client, from owners to occupiers, investors to founders, and startups to blue-chip companies. Combining the platform’s global reach with market intelligence in both established and emerging property markets, Newmark provides superior service to clients across the industry spectrum.

For the year ending December 31, 2023, Newmark generated revenues of approximately \$2.5 billion. Newmark’s company-owned offices, together with its business partners, operated from approximately 170 offices with 7,400 professionals around the world.

**To learn more, visit [nmrk.com](https://nmrk.com) or follow [@newmark](https://twitter.com/newmark).**



## NEWMARK BY THE NUMBERS

**7,400+**

professionals

**~170**

office locations

**\$2.5B**

annual revenues

**~\$1.7T**

transaction volume,  
2022 + 2023

**55+**

companies acquired,  
since 2011

**90+**

years in business,  
founded in 1929

Notes: Headcount and client service locations include independently-owned business partners. Excluding these business partners, we had nearly 7,000 employees in more than 140 offices as of December 31, 2023. Our revenues and volumes are for Newmark company-owned offices only. Volume figure is the notional value of leasing, investments sales, mortgage brokerage, and GSE/FHA origination transacted by the Company as well as the estimated value of all properties appraised by our V&A businesses for the past two calendar years.

---

We transform untapped potential into limitless opportunity.

**At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands.**

Since 1929, we've faced forward, predicting change and pioneering ideas. Almost a century later, the same strategic sense and audacious thinking still guide our approach. Today our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies.

**Tapping into smart tech and smarter people, Newmark brings ingenuity to every exchange and transparency to every relationship.**

We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

---

*For more information:*

*Rev: 03/2024*

**Jack Fraker**  
*President, Global Head of  
Industrial and Logistics,  
Capital Markets*  
t 214-538-2070  
jack.fraker@nmrk.com

**Lisa DeNight**  
*Managing Director, National  
Industrial Research*  
t 610-675-5826  
lisa.denight@nmrk.com

**NEWMARK**