



GRUBB & ELLIS
From Insight to Results

Grubb & Ellis Private Capital Markets


Integrated Real Estate Solutions
for the Private Investor





“We engaged the services of Grubb & Ellis’ Private Capital Markets group over the last several years and have had great results with their performance and can attest to their integrity and their professional ability to successfully complete a transaction.”

—David D. Jenkins, Chairman, Nor’wood



Grubb & Ellis

Private Capital Markets

Real estate investors interested in our Private Capital Markets services understand the benefits of working with an expert.

The Private Capital Markets group has a history of helping investors maximize value in challenging markets. Our professionals are there every step of the way, providing quality service, full-service capabilities, integrity and dedication to private investors.

We know every dollar counts, especially when your own money is at risk. Our demonstrated ability to perform is your key for unlocking opportunities in all classes, sizes and locations of commercial real estate, including office, industrial, retail and multi housing assets.

Our capital markets experts build on an investor's instinct for real estate by providing creative solutions designed to meet or exceed investment expectations.

Grubb & Ellis' Private Capital Markets group is made up of professionals strategically located throughout the country who focus exclusively on serving the needs of private investors. Because our professionals are specialists, Grubb & Ellis is able to deliver unparalleled client service and satisfaction. The outcome is tangible results that ensure maximum return on investment.

Private Capital Markets and Real Estate Integration:

High-Caliber Private Investment Services

Our service commitment to private investors is delivered by a team of professionals who specialize in investment properties valued between \$1 million and \$20 million. As an investor's lifeline, the Private Capital Markets group offers unique insight into commercial real estate investments suited for the individual investor in urban, suburban, secondary and tertiary markets throughout the country. Our expertise is supported by leading-edge technology, a full-service platform and proprietary, highly respected research.

Proprietary Market Information

Today's market requires a real estate team that not only has relationships with buyers and sellers but also knowledge of who is actively buying and selling and their specific investment criteria. Our group has assembled a proprietary investor database, a tool for our advisors to share information about who's buying what and where so they can market assets appropriately and most effectively for their clients.

Marketing Systems

Our platform provides state-of-the-art marketing capabilities to accelerate the entire sale process and allows us to target potential investors while managing, tracking and reporting all activity. Total transparency is the byword today, and our clients must have the ability to monitor – real time – the investor response that their property is receiving.

Acquisition and Disposition Expertise

Supported by the best technology in the industry, our professionals are able to value assets with a high degree of confidence. Real-time market knowledge and speed-to-market strategies are the foundation for our group's ability to efficiently execute transactions with certainty of closing and value optimization.

Debt and Equity Finance

Today's environment requires the expertise to solve straightforward conventional debt issues as well as the most complex structured challenges. Grubb & Ellis' financial experts can connect private investors to debt and equity options with the right terms and timing to get the deal done while maximizing value.

Leasing and Property Management

With their own capital at risk, private investors need the security of Grubb & Ellis' integrated service platform. The Private Capital Markets group aligns owners with expert leasing and property management professionals whose goal is to increase value and optimize returns throughout the ownership of the asset.

Property Tax Assessment

Property taxes are the single largest expense associated with real estate. Grubb & Ellis Real Property Tax Advisors focuses on each client's needs whether it is tax consulting, value analysis or compliance and reporting. Each property is evaluated annually by qualified appraisers to determine if the county's valuation is advantageous, fair or above-market. For each appeal opportunity, we employ effective negotiation strategies that are in the client's best interest.

Cost Segregation

Generating positive cash flow while managing existing debt obligations and assessing upcoming debt maturities can be challenging. Grubb & Ellis' seasoned team of experts assist property owners in repositioning their assets to maximize after-tax cash flow while deferring federal tax obligations. This is accomplished by identifying building components that are eligible for accelerated depreciation versus utilizing conventional straight-line depreciation. We are committed to helping clients optimize their position by developing comprehensive solutions that are credible, supportable and defensible.



“We hired Grubb & Ellis Private Capital Markets group because of their expertise; a group that could provide a full range of services to us, including structuring, negotiation, party and issue management, document drafting, due diligence management and closing logistics. In short, we needed everything from high-level expertise to execution of the details in the trenches.”

Timothy J. Schroeder, President & CEO and Paul F. Ritter, Esq., Vice President & General Counsel, Clinical Trial and Consulting Services

INVERNESS HOTEL
& GOLF CLUB



Private Capital Markets Group Solution:

The Grubb & Ellis Difference

At Grubb & Ellis, we measure our success by the service we provide our clients.

The Private Capital Markets group delivers remarkably uncommon results for clients who are seeking the best value from their investments and focused on increasing personal wealth.

Our professionals' business acumen ensures the best possible results for every assignment. We approach each assignment as an opportunity regardless of location, market conditions, property type or class. We make sure our clients have the best market intelligence in hand to make the best decisions for their real estate.

It is paramount that private investors have confidence and trust in their real estate professionals, which is why Grubb & Ellis' Private Capital Markets group has adopted the industry's highest levels of performance and accountability standards for its members. Our reward is long-term client relationships and a stellar reputation as a trusted partner for executing transactions.

Why Grubb & Ellis?

The real estate services industry is a competitive sector. There are few firms that can offer a similar complement of nationwide services.

Expansive Footprint

Grubb & Ellis has offices in most major markets, and many secondary and tertiary markets throughout the country, which means that we can help our clients no matter where they have a real estate need.

Proven Track Record

Grubb & Ellis strives to be the employer of choice in the market, attracting and retaining respected industry experts to its ranks. Clients, too, are loyal to Grubb & Ellis and many have been working with us for more than a decade – partnerships born on trust and sustained by results.

Integrated Service Delivery

The company's business lines work together to deliver the most comprehensive real estate solutions. It is this approach that forms the basis for long-term relationships rather than simply one-off transactions.

Sophisticated Marketing Approach

When the time comes to sell an asset, our professionals will combine local market expertise, industry data and their years of industry-specific experience to help clients achieve the greatest return on investment.

Market Intelligence

With a reputation for some of the industry's best research and analysis, Grubb & Ellis is dedicated to delivering timely market knowledge that clients can use to make informed real estate decisions.

Commitment to Sustainability

We recognize the importance of treating the environment with care in all that we do. To this end, Grubb & Ellis recommends to its clients sustainable building alternatives, build-out strategies and operations to help them save money and achieve their goals in an environmentally responsible manner.

