

Solutions for Brokers + Agents

Sourcing opportunities

- Stay on top of trends and have immediate knowledge of changing market conditions and activity
- Expand your reach and your ability to operate across geographies and property sectors
- Spot new players and build relationships with existing players by tracking their properties and transactions

Pitching the business

- Quickly understand and evaluate a property based on its transaction history and market comparables and relate it to neighboring properties in the broader market
- Enhance your presentations, pitch books and marketing collateral with custom charts, maps and graphics
- Generate broker rankings to show your dominant market position compared to your peer

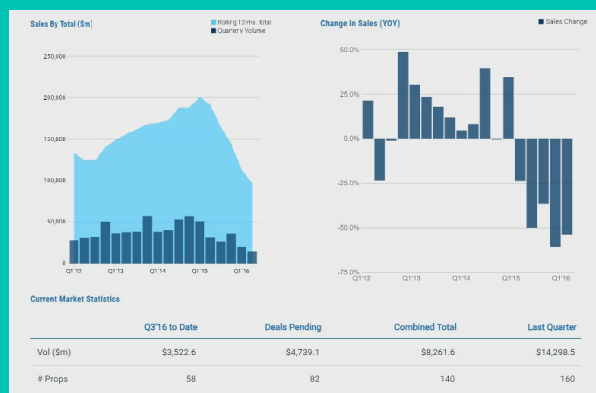
Executing the deals

- Generate extensive marketing lists of all investors buying or owning similar properties
- Prepare for negotiations by knowing each prospective buyer's holdings, recent deals and capital partners
- Justify pricing based on the most current sales comparables and a thorough analysis of other properties and deals
- Understand current financing terms and identify active lenders

Transactions

Transaction ID	Property Name Address City State Postal /Country	M2 Units Year Bldg Type	Price (\$M) Price/Unit	Owner/Buyer Seller/Broker	Comments
Sale Jun '16	AT&T Aspen Dental Griffin Park Rd Griffin, GA 30223 USA	2016 1 360/1 Fr	\$2.7 (\$13.5M) \$4,706/m2	Wattson & Mitchell by MCapital Pacific	100% occ. Strip/retail/warehouse property. Tenant: Aspen Dental, AT&T.
Sale Jun '16	GreenTree Student Housing Portfolio 2016 1 of 18 properties	268 of 2,728 units	n/a	ICF Investment Board JV GIC (Govt of Singapore) JV Robin Group from InvestTrustPrime via 574 mfd allocated	18 property portfolio.
Sale Jun '16	Unit # 1377 1277 Dresden Dr NE Bookhaven, GA 30079 USA	215 units 4 Bldg	\$30.8 (\$14.3M) \$226,898/unit	Delta Acquisitions Corp from Hines by MCSI	Mid-Highrise property.
Sale Jun '16	Walgreens 1850 Hudson Bridge Rd Stockbridge, GA 30281 USA	1,605 units 2001 1 561/1 Fr	\$5.0 (\$3.1M) \$3,559/m2	The Boulder Group from Charbel Real Estate Corp by MThe Boulder Group	100% occ. Mall & Other/whg. also free-standing property. Tenant: single tenant - Walgreens, prior sale Mar-12 (\$4.3M).
Sale Jun '16	Kaullis Place 2485 Commerce Ave Duluth, GA 30096 USA	638 units 1999 1 561/1 Fr	\$8.2 (\$1.7M) \$1,739/m2	Delta Equity Partners from Triangle Capital Group by MCSI	100% occ. Flex property. Tenant: National Vision (NVO) prior sale Jan-16 (\$4.4M).
Sale Jun '16	Rowell Creek 1002 Hibernia Bridge Rd Norwell, GA 30076 USA	498 units 1976/1981 53 Bldg	\$42.1 (\$94.5M) \$194,538/unit	Solon Mack Capital by MBarclays	Greenfield property; prior sale Sep-12 (\$22.4M).
Pending Jun '16	Hines U.S. Retail Portfolio 2016 2 of 8 properties	1,554 of 1,912,237 units	\$29.0 of \$210.0 million	Refined Agr Communities from Hines	8 property portfolio.
Reference Jun '16	Merritt Atlanta Bookhead 3405 Lenox Rd NE Atlanta, GA 30326 USA	269 units 1975/2008	\$78.0 (\$211.3M) \$211,362/unit	Alum Holdings/SPACCO 1016-UPJ 851 mfd approx	80% occ. Full-service property. 2,787 units; prior sale Oct-06 (\$84.0M).
Reference Jun '16	Sandy Springs Village 6450 Roswell Rd Sandy Springs, GA 30328 USA	4,181 units 1973/1999 1 561/1 Fr	n/a	Aluma Enterprises	Strip/warehouse property. Tenant: Goodwill, GreatFurniture, Home Luau Mexican Restaurant; prior sale May-02 (\$5.6M).

Trends



Profiles

Tristan Capital Partners

London, England

Highlights

- Equity Fund with known interests in 315 assets that have an estimated property value of \$5.5 billion
- Portfolio spans 43 markets in 12 countries in Europe with largest investments in Prague, CZE, Warsaw, POL and Amsterdam/Randstad, NLD
- Majority of investments in the retail sector; holds land for development
- Active investor; has acquired 119 properties and sold 231 properties in the past two years
- Associated with total acquisitions of \$7.5 billion and dispositions of \$4.4 billion in the last decade
- Associated with outstanding mortgage debt of \$1 billion.

CEO/Principal(s) Ric Lewis

Capital Sector Equity Fund

Website tristancap.com

An independent, boutique investment manager specializing in real estate investment strategies in all property types across the United Kingdom and continental Europe. The company's senior management has a long track record of successful property investing and our team was one of the [hedge](#)

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Investment Activity

Val (\$B)

Acquisition Disposition Net

Val (\$B)

Relationships

Venture Partners	Brokers	Lenders
AEM Capital	39	
Calvus Capital Investors	38	
Timeless Investments	34	
Sectis 5 Investments	12	
Elland LLP	7	
Orkla ASA	5	

MSCI RCA helps you with

Transactions

Search the industry's most comprehensive database of transactions with \$16 trillion of sales, recapitalizations and financings. RCA's commitment to provide in-depth transaction data has earned its reputation as the most trusted resource in the industry.

Trends

Visualize pricing, volume, and yields from submarkets to countries for all property sectors. Easily compare key metrics across different markets over a 10+ year time series.

Market players

Identify the largest owners and the most active buyers, sellers, brokers or lenders by any specific criteria. Gain an edge in negotiations by knowing a company's recent activity, current portfolio, joint ventures and other industry relationships.

Capital flows

Whether it's acquisitions by cross border investors or the activity of the listed sector, RCA enables you to track the flows that move the markets. Analyze origins and investment targets of any sector, the composition of buyers and sellers in any market and identify the emerging sources of capital.

Market analysis

Become an expert in any market by creating unlimited real time custom market reports detailing pricing, volumes and yields. Incorporate graphs, tables and maps to enhance your presentation. Quickly drill down from a macro view to individual transactions to understand the market movers.

Investment opportunities

Identify potential investment opportunities by targeting properties that meet specific detailed criteria – by age, size or those with upcoming loan maturities. Find firms which could be potential joint venture partners.

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