

Solutions for Valuers + Appraisers

Gaining market insight

- Access reliable property transaction details including sold and pending deals as well as other appraisals in conjunction with refinancings
- Stay on top of trends and have immediate knowledge of changing market conditions and activity across markets and property types
- Understand capital flows, pricing, market activity and the competition for assets

Sourcing opportunities

- Target lenders, originators, brokers and investors with comprehensive knowledge of their activity
- Spot new players entering your market and build relationships with existing players by tracking their properties and transactions
- Expand your reach and your ability to operate across geographies and property sectors

Preparing reports

- Become an expert on any property, its attributes, ownership, capitalization and transaction history
- Quickly survey the most recent transactions and pinpoint the most relevant comparables using a wide range of factors
- Relate the valuation of a property in context with neighboring properties in the broader market
- Easily generate graphs, charts and tables that can be incorporated in any report

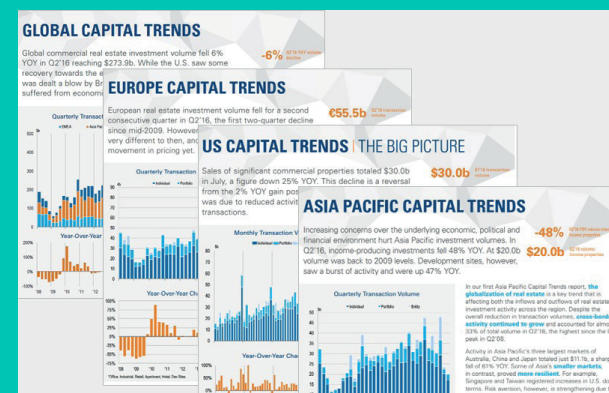
Transactions

Transaction Type	Property Name Address City/State/Postal /Country	M2/Units Year Bldg/Year Property	Price (\$M) /M2/Units /Sq Ft	Owner/Buyer Seller/Broker (Link to profile)	Comments
Sale Retail	AT&T Aspen Dental Griffin Park Rd Griffin, GA 30223 USA	368,000 2016 1,860/1 Fr	\$2.7 million /\$4,706/m2 6.95/m2	Wattson & Mitchell by M&C Capital Pacific	100% own, Strip/retail/leased property. Tenant: Aspen Dental, AT&C.
Sale Retail	GreenTree Student Housing Portfolio 2016 1 of 18 properties	268 of 2,728 units	n/a	IC-PP Investment Board JV SIC (Bovet of Singapore) JV Robin Group from GreenTree (Private use 574 m2 allocated)	18 property portfolio.
Sale Apartment	Line 8 1377 1377 Dresden Dr NE Brookhaven, GA 30079 USA	215 units 4 Bldg	\$30.0 million /\$26,896/m2	IC-PP Acquisitions Corp from Hines by Hines by Hines	Mid/highrise property.
Sale Retail	Walgreens 1855 Hudson Bridge Rd Woodbridge, GA 30081 USA	1,605 units 2021 1 Bldg/1 Fr	\$5.0 million /\$3,559/m2	W The Boulder Group from Charbel Real Estate Corp by W The Boulder Group	100% own, Mall & Other/retail/strip/retail/standalone property. Tenant: single tenant - Walgreens, prior sale Mar-12 (\$4.3 m).
Sale Industrial	Sunlife Place 2450 Commerce Ave Duluth, GA 30096 USA	638,000 1999 1 Bldg/1 Fr	\$5.2 million /\$1,739/m2	Hedge Equity Partners from Triangle Capital Group by Hines by Hines	100% own, Flex property. Tenant: National Vision (NVO) prior sale Jan-16 (\$4.4 m).
Sale Apartment	Rowell Creek 1002 Rowland Bridge Rd Roswell, GA 30076 USA	498 units 1976/1981 53 Bldg	\$42.1 million /\$4,538/m2	Solon Mack Capital by Hines by Hines	Garden property; prior sale Sep-12 (\$22.4 m).
Pending Retail	Hines U.S. Retail Portfolio 2016 2 of 6 properties	1,554 of 1,912,337 units	\$29.0 of \$210.0 million	Hefel Agr Communities from Hines by Hines	8 property portfolio.
Reference Hotel	Marriott Atlanta Buckhead 3405 Lenox Rd NE Atlanta, GA 30326 USA	269 units 1973-2008	\$78.0 million /\$211,362/m2 7.95/m2	Marriott Holdings/JPMAC 2016/JP2 551 real approximate	60% own, Full-service property, 2,787 units; prior sale Oct-09 (\$44.0 m).
Reference Retail	Sandy Springs Village 6400 Roswell Rd Sandy Springs, GA 30328 USA	4,181 units 1973/1999 1 Bldg/1 Fr	n/a	Altera Enterprises	Strip/retail/standalone property. Tenant: Goodwill, Crisp's Perennials, Hugs & Lugs Mexican Restaurant; prior sale May-12 (\$5.4 m).

Pricing



Macro Trends



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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.

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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.

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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.

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.

Transaction & property profiles

Become an expert on an individual property – identify the true owners of the property, its attributes, capitalization and debt terms. Additionally, identify the players – owner, buyer, broker, seller, lender – behind each deal.

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