



NEWMARK GRUBB KNIGHT FRANK HIGHLIGHTS

**Newmark Grubb
Knight Frank**



NEWMARK GRUBB KNIGHT FRANK

Newmark Grubb Knight Frank is one of the world's leading commercial real estate advisory firms. We provide **comprehensive real estate solutions** to prominent multinational corporations and institutional investors across the globe, as well as to owners and users of real estate on a local, regional and national level.

- ◆ More than 12,800 Employees Worldwide
- ◆ More than 370 Offices on Six Continents
- ◆ Property and Facilities Management for 500 Million Square Feet Worldwide
- ◆ Annual revenues exceeding \$1.88 Billion

Our integrated services include:

- ◆ Leasing Advisory
- ◆ Global Corporate Services
- ◆ Investment Sales and Capital Markets
- ◆ Consulting
- ◆ Program and Project Management
- ◆ Property and Facilities Management
- ◆ Valuation and Advisory Services

TENANT REPRESENTATION

Newmark Grubb Knight Frank has extensive expertise in meeting any kind of tenant requirement. We offer comprehensive services that range from strategic planning to project management.

Regardless of a company's position, we provide value-added real estate services that meet our clients' changing needs by crafting real estate strategies that enhance their business objectives.

NEWMARK GRUBB KNIGHT FRANK REPRESENTED PHILLIPS 66 IN A 210,735-SQUARE-FOOT LEASE.

TENANT
REPRESENTATION



PHILLIPS 66

HEADQUARTERS REPRESENTATION • 3010 BRIARPARK DRIVE, HOUSTON, TX

Newmark Grubb Knight Frank was enlisted by Phillips 66 to find the company headquarters space following a corporate spinoff. Newmark Grubb Knight Frank successfully secured a 210,735-square-foot lease at 3010 Briarpark Drive — also known as Pinnacle Westchase — a 470,940-square-foot Class A building, which was awarded an Energy Star label in 2012 for its operating efficiency. Concurrently, Newmark Grubb Knight Frank also secured 41,233 square feet at 3250 Briarpark Drive and 63,237 square feet at nearby 2000 West Sam Houston Parkway South for Phillips 66. The Phillips 66 lease at Pinnacle Westchase garnered a *Houston Business Journal* Landmark Award in 2013 for the headquarters move.



PAUL, WEISS, RIFKIND, WHARTON & GARRISON LLP

HEADQUARTERS REPRESENTATION • 1285 AVENUE OF THE AMERICAS, NEW YORK, NY

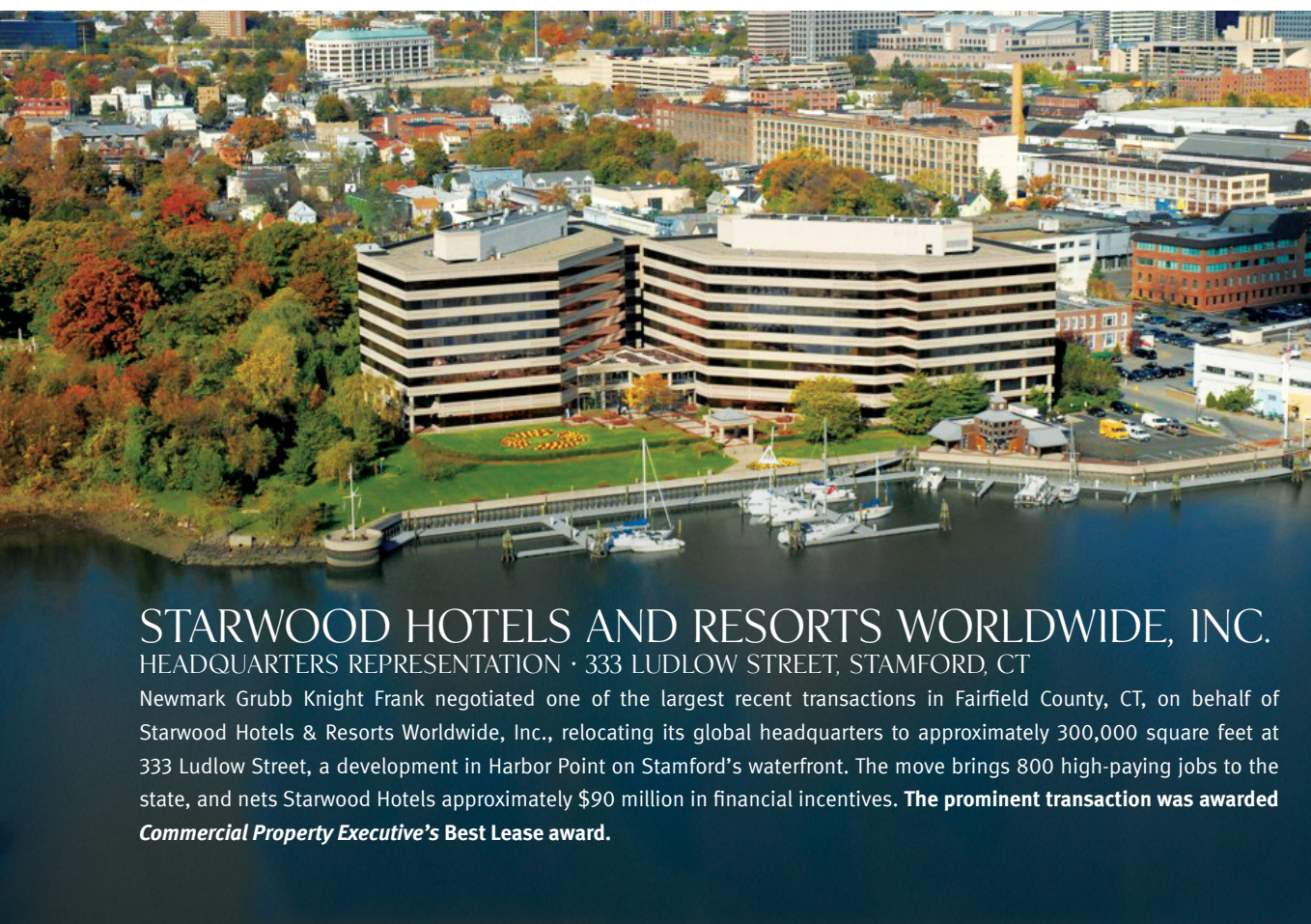
Newmark Grubb Knight Frank represented Paul, Weiss, Rifkind, Wharton & Garrison LLP in the **expansion and lease extension of 16 tower floors in its headquarters location** at 1285 Avenue of the Americas for a 15-year term. The Class A property was recognized by the United States Green Building Council for its green practices.



ENBRIDGE INC.

HEADQUARTERS REPRESENTATION • 425 - 1ST STREET SW, CALGARY, ALBERTA

Newmark Grubb Knight Frank represented Enbridge in the **expansion and lease extension of 300,000 square feet** at 425 - 1st Street SW for a 15-year term. The leverage that was created not only facilitated a dramatically below-market deal in a strengthening market, but also provide firm expansion options well into the future in that Class A property. Newmark Grubb Knight Frank has supported Enbridge's needs across the Canadian and United States markets for more than a decade, with **transactions totalling more than 1 million square feet** of office space.



STARWOOD HOTELS AND RESORTS WORLDWIDE, INC.

HEADQUARTERS REPRESENTATION • 333 LUDLOW STREET, STAMFORD, CT

Newmark Grubb Knight Frank negotiated one of the largest recent transactions in Fairfield County, CT, on behalf of Starwood Hotels & Resorts Worldwide, Inc., relocating its global headquarters to approximately 300,000 square feet at 333 Ludlow Street, a development in Harbor Point on Stamford's waterfront. The move brings 800 high-paying jobs to the state, and nets Starwood Hotels approximately \$90 million in financial incentives. **The prominent transaction was awarded Commercial Property Executive's Best Lease award.**

FACEBOOK INC.

HEADQUARTERS REPRESENTATION · 1 HACKER WAY, MENLO PARK, CA

Newmark Grubb Knight Frank represented Facebook Inc. in the **lease of a new headquarters site, effectively consolidating multiple spaces** nearing lease expiration. Newmark Grubb Knight Frank negotiated a 15-year lease at a site in a 1 million-square-foot property with the option to buy the site after five years. The property includes nine buildings spread across 57 acres and an additional two buildings on 22 acres. This lease was among the largest recorded for office or research and development space in Silicon Valley and the Bay Area.



HAVAS WORLDWIDE

200 & 205 HUDSON STREET
NEW YORK, NY

Newmark Grubb Knight Frank **negotiated a deal for 260,000 square feet of space** on Hudson Street, **creating an urban corporate campus** for the global advertising and communications services group. Havas is part of Hudson Square's continuously expanding roster of creative, media, corporate, arts and nonprofit companies and is instrumental in establishing Hudson Square as a hub for 'creative collar' companies. Putting the media and creative agencies in the same building aligns with what Havas has done in other parts of the world such as Paris, Chicago, Boston and Shanghai and is another important step to **delivering better service for clients.**



LIVE NATION

HEADQUARTERS REPRESENTATION • 7060 HOLLYWOOD BOULEVARD, LOS ANGELES, CA

Newmark Grubb Knight Frank represents Live Nation in all of its national office leasing requirements, totaling more than 1.2 million square feet and **spanning all major markets nationwide**. Recently, Newmark Grubb Knight Frank represented Live Nation in the leasing of and expansion to **160,000 square feet for its headquarters in Los Angeles**.



BLOOMBERG, L.P.

HEADQUARTERS REPRESENTATION •
731 LEXINGTON AVENUE, NEW YORK, NY

Newmark Grubb Knight Frank advised Bloomberg in the **consolidation of its new Manhattan headquarters** after conducting detailed financial modeling, identifying the economic advantages of relocating and consolidating the company's four facilities into one. On Bloomberg's behalf, Newmark Grubb Knight Frank negotiated with the developer of One Beacon Court tower for the leasing of a portion of the building, which had not yet been built. Newmark Grubb Knight Frank was able to **secure a 700,000-square-foot lease** that ensured its client, as an anchor tenant, would be able to design the building according to its needs. Through its headquarters relocation, Bloomberg realized **more than \$6 million of annual operating expense savings**.



NVIDIA CORPORATION

HEADQUARTERS REPRESENTATION •
2701 SAN TOMAS EXPRESSWAY,
SANTA CLARA, CA

NVIDIA retained Newmark Grubb Knight Frank for an **evaluation and recommendation of its headquarters strategy**. After an extensive market and financial analysis, Newmark Grubb Knight Frank recommended that NVIDIA adopt a strategy that ensured long-term lease control, under very attractive economic terms and with significant future flexibility, of half of its projected headquarters needs – **a total of 500,000 square feet**.



AIMIA

WORLDWIDE HEADQUARTERS
REPRESENTATION ·
MONTREAL, QUEBEC

Newmark Grubb Knight Frank orchestrated a major leasing transaction for Aimia, which owns and operates Aeroplan and is a global leader in loyalty management. The transaction **secured Aimia's new worldwide headquarters** in Montreal's Quartier International district and makes the company the signature tenant in the Tour Aimia, which is part of a **35-story office tower and condominium complex** in the heart of downtown Montreal. The Tour Aimia office complex includes over **230,000 square feet of LEED Gold office space** and integrates cutting-edge geothermal energy technology and terminals for recharging hybrid and electric vehicles.

TENANT
REPRESENTATION

NOVO NORDISK

HEADQUARTERS REPRESENTATION · 800 SCUDDERS MILL ROAD, PLAINSBORO, NJ

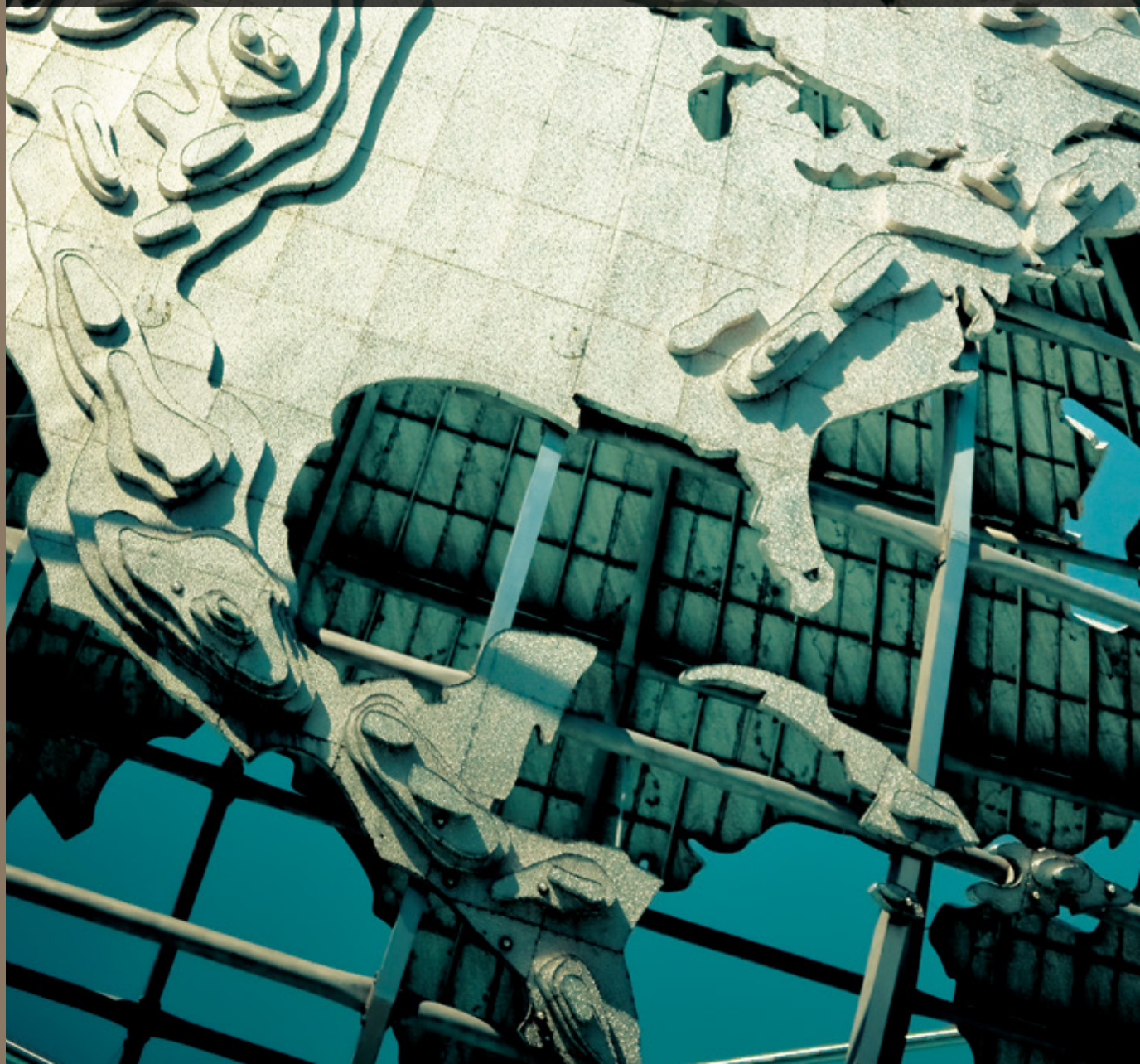
Newmark Grubb Knight Frank represents Novo Nordisk in its national office leasing requirements and has **completed nine office and laboratory transactions** on the company's behalf totaling millions of square feet throughout central New Jersey and Seattle, WA. Recently, Novo Nordisk required a new United States headquarters site that could accommodate its immediate consolidation need. Newmark Grubb Knight Frank secured a 15-year lease, with the initial phase of occupancy at 560,000 square feet, along with the option to expand into the balance of the 770,000-square-foot building at any time. Over the course of its lease term, Novo Nordisk will realize **savings of approximately \$40 million** over the alternative of leasing space in a new, build-to-suit development.



GLOBAL CORPORATE SERVICES

Operating from three centers of excellence – New York, London and Singapore – our Global Corporate Services platform provides seamless, beginning-to-end corporate services solutions for all global accounts.

We take a holistic view of our clients' business objectives and long-term goals, implementing strategies that provide exponential value by reducing costs and increasing profitability. The Newmark Grubb Knight Frank Global Corporate Services model combines strategy and execution within a unified team, ensuring the effective optimization of clients' internal corporate real estate functions.



NEWMARK GRUBB KNIGHT FRANK OFFERED FRESH PERSPECTIVES ON ADDITIONAL OPPORTUNITIES TO OPTIMIZE OVERALL PORTFOLIO FINANCIAL IMPACT.

GLOBAL
CORPORATE
SERVICES



CITIGROUP

MULTIPLE LOCATIONS, GLOBAL REPRESENTATION

Newmark Grubb Knight Frank was contracted by Citigroup to evaluate and challenge the strategy for its 20 million-rentable-square-foot North American portfolio. Through site visits, evaluations and stakeholder interviews, Newmark Grubb Knight Frank was able to offer fresh perspectives concerning additional opportunities to optimize overall portfolio financial impact and functional performance. Newmark Grubb Knight Frank also provided Citigroup with NGKF Vision, Newmark Grubb Knight Frank's customized analysis tool, to more effectively manage Citigroup's entire portfolio.

NOKIA SIEMENS NETWORKS

MULTIPLE LOCATIONS, GLOBAL REPRESENTATION

Nokia Siemens Networks, the world's specialist in mobile broadband, selected Newmark Grubb Knight Frank as its sole global corporate real estate supplier. Newmark Grubb Knight Frank collaborates with the real estate team at Nokia Siemens Networks to provide industry-leading real estate solutions to meet its business needs at a competitive real estate cost. Services include global account management, technology integration, transaction management and facilities management for **15 million square feet at 368 properties in over 100 countries** where Nokia Siemens Networks operates.



DEVRY INC.

MULTIPLE LOCATIONS, GLOBAL REPRESENTATION

Newmark Grubb Knight Frank was awarded the **exclusive contract to represent and manage the global account of DeVry Inc.** This includes providing strategic planning, transaction management, lease administration, project management and economic incentive services for the account, **which comprises approximately 4.5 million square feet in 135 locations** throughout the United States, the Caribbean, Canada and South America. Newmark Grubb Knight Frank has worked with DeVry to cultivate an ongoing relationship, becoming a valued partner in its real estate planning and execution process. Newmark Grubb Knight Frank has had direct involvement in the implementation of DeVry's objectives, and provided new ideas and innovative methods for improving processes.





CUMMINS INC.

MULTIPLE LOCATIONS, GLOBAL REPRESENTATION

Cummins Inc. selected Newmark Grubb Knight Frank as its exclusive global representative for account management, transaction management and lease administration. Cummins, a global leader in the design, manufacturing and distribution of service engines and related technologies, is headquartered in Columbus, IN, employs 44,000 people and serves over 190 countries worldwide. The **portfolio, totaling 27 million square feet, consists of 410 properties,** primarily industrial.

MCAFEE

MULTIPLE LOCATIONS, GLOBAL REPRESENTATION

Newmark Grubb Knight Frank was hired as McAfee's global **provider for 114 locations (1,677,073 SF total)**, with services including real estate advisory, project management, lease administration, global site selection, incentive negotiations and workplace strategies. Tasked with exploring renegotiation and relocation opportunities for McAfee's headquarters, Newmark Grubb Knight Frank moved McAfee from a dated one-building facility to a new campus setting of two high-efficiency buildings totaling 242,000 SF to accommodate upcoming growth. This negotiation resulted in total **savings in excess of \$7.7 million and reduced base rent by \$1.20/SF for savings of \$2.9 million.** The Newmark Grubb Knight Frank team received an "Award of Excellence" from McAfee in 2010 for successfully negotiating the new world headquarters lease.



LANDLORD
REPRESENTATION

LANDLORD REPRESENTATION

Newmark Grubb Knight Frank offers fully integrated landlord representation services designed to maximize return on investment and asset value.

Our professionals understand the complex requirements of corporate, institutional and entrepreneurial property owners, and develop comprehensive, individualized marketing and leasing strategies to achieve a property's highest potential positioning in alignment with ownership's investment objectives.

NEWMARK GRUBB KNIGHT FRANK CONCEPTUALIZED THE POSITIONING OF THE 551,574-SQUARE-FOOT PROPERTY.

LANDLORD
REPRESENTATION



CARNEGIE HALL TOWER

152 WEST 57TH STREET, NEW YORK, NY

Newmark Grubb Knight Frank has served as the exclusive leasing agent for Carnegie Hall Tower from the time that the Class A building was constructed in 1989. Working with the ownership, TF Cornerstone, Newmark Grubb Knight Frank conceptualized the initial positioning of the 551,574-square-foot, 60-story office tower to appeal to entertainment tenants and successfully leased up the new building. Over the decades, Newmark Grubb Knight Frank has maintained Carnegie Hall Tower's position as a prestigious and desirable option in the Plaza District, retaining many of the original tenants and bringing in a new mix of high-end users. The property is currently 98% leased.



1251 AVENUE OF THE AMERICAS

NEW YORK, NY

Appointed by Mitsui Fudosan U.S.A. Inc., ownership of 1251 Avenue of Americas, Newmark Grubb Knight Frank serves as the exclusive leasing agent for the building. Since its appointment, Newmark Grubb Knight Frank has successfully positioned this **iconic 2.3 million-square-foot building** with best-in-class branding, consistently achieving the highest rents on Sixth Avenue and outperforming all competitors in the vicinity. **In the past five years, Newmark Grubb Knight Frank has leased approximately 1 million square feet**, and the building's occupancy is currently at 98%.



LAGUNA SPRINGS CORPORATE CENTER PHASE II LLC

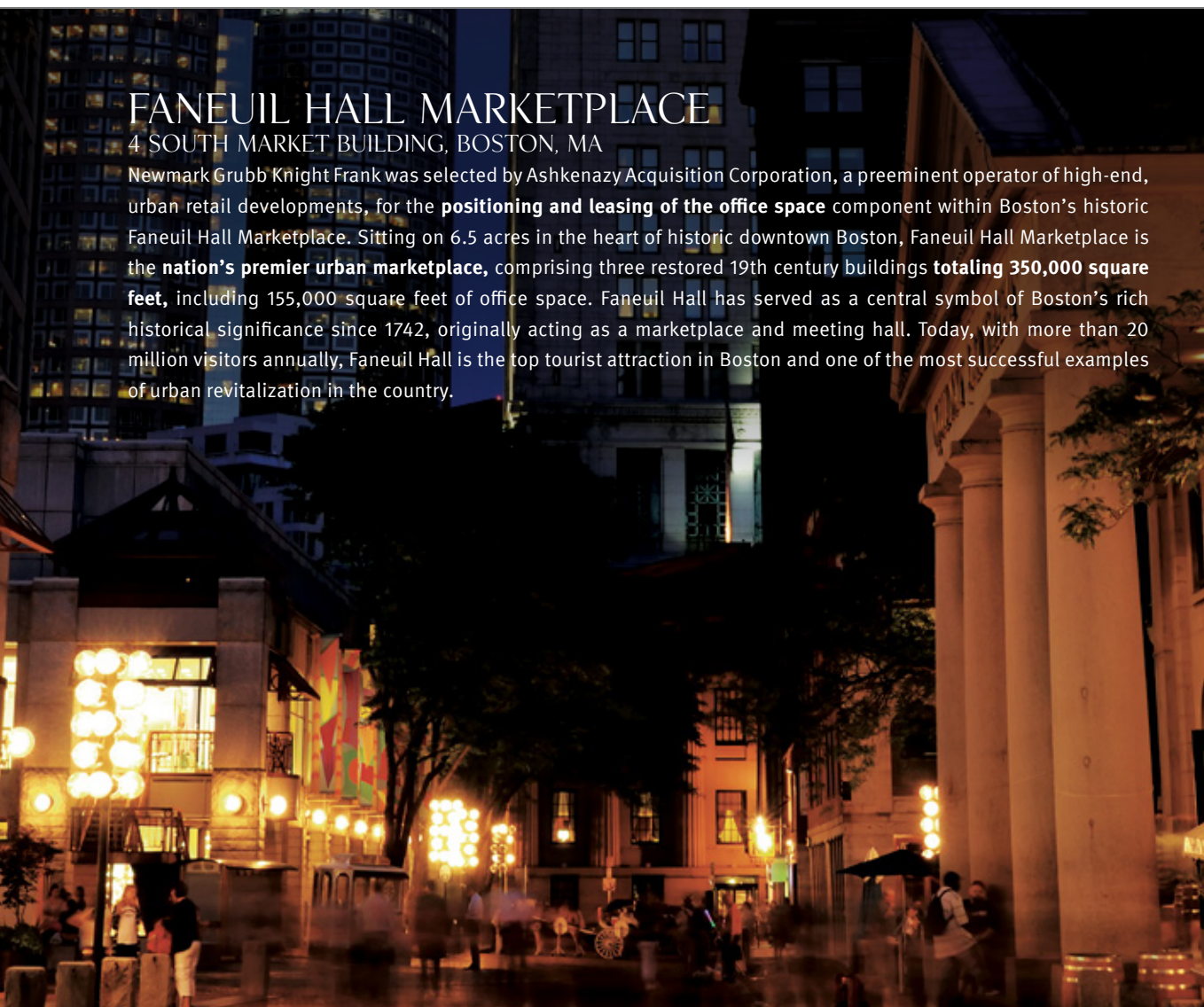
9260 LAGUNA SPRINGS DRIVE, ELK GROVE CA

Newmark Grubb Knight Frank represented the landlord in the **built-to-suit long-term lease** to the State of California, which consolidated several California Correctional Health Care Services Offices (Department of Corrections and Rehabilitation) consisting of **approximately 265,000 useable square feet**. The Campus was built to the tenant's specification to meet their needs and maximize the space; it has **achieved LEED Gold Certification**. The Campus benefits from many nearby amenities including more than 1.5 million square feet of retail, United States post office, two hotels, and Sutter Hospital's adjacent 43-acre medical campus, all within walking distance. The Campus will provide the Department of Corrections and Rehabilitation one central location to minimize logistics cost and increase productivity.

FANEUIL HALL MARKETPLACE

4 SOUTH MARKET BUILDING, BOSTON, MA

Newmark Grubb Knight Frank was selected by Ashkenazy Acquisition Corporation, a preeminent operator of high-end, urban retail developments, for the **positioning and leasing of the office space** component within Boston's historic Faneuil Hall Marketplace. Sitting on 6.5 acres in the heart of historic downtown Boston, Faneuil Hall Marketplace is the **nation's premier urban marketplace**, comprising three restored 19th century buildings **totaling 350,000 square feet**, including 155,000 square feet of office space. Faneuil Hall has served as a central symbol of Boston's rich historical significance since 1742, originally acting as a marketplace and meeting hall. Today, with more than 20 million visitors annually, Faneuil Hall is the top tourist attraction in Boston and one of the most successful examples of urban revitalization in the country.





TECHNOLOGY CORNERS

803-811 ELEVENTH AVENUE, SUNNYVALE, CA

Newmark Grubb Knight Frank is the leasing agent for Jay Paul Company's Technology Corners, a four-story, Class A office building complex located on 26.5 acres at the junction of Highways 101 and 237 in Sunnyvale. Recently, Newmark Grubb Knight Frank **negotiated Google, Inc.'s long-term lease agreement to occupy approximately 715,500 square feet** of office space at the Technology Corners campus. The lease represents the internet giant's first major lease in Sunnyvale. Other tenants include Ariba, Inc., Juniper Networks, Inc., Motorola and Efficient Frontiers.



1 CHASE MANHATTAN PLAZA

NEW YORK, NY

Newmark Grubb Knight Frank is the exclusive leasing agent for 1 Chase Manhattan Plaza. **At 2,239,000 square feet, this Class A office building is one of the largest located in Manhattan's Financial District.** Recently, Newmark Grubb Knight Frank secured Milbank, Tweed, Hadley & McCloy LLP's for a lease of 374,000 rentable square feet. Other tenants at the building include JP Morgan Chase Bank, Allianz and Assurant, Inc.



LANDLORD
PORTFOLIO
SERVICES

LANDLORD PORTFOLIO SERVICES

Newmark Grubb Knight Frank's strategic approach to landlord portfolio services integrates the firm's property and asset management, leasing, construction management and investment sales services, creating a holistic platform to meet the needs of property owners throughout the country.

Utilizing interdisciplinary teams of experts enables Newmark Grubb Knight Frank to achieve and exceed its clients' portfolio objectives.



The Empire State Building is a trademarked image and used with permission by ESBC.

EMPIRE STATE REALTY TRUST

Newmark Grubb Knight Frank was tapped to serve as the exclusive leasing agent for the Empire State Building, the iconic 2.9 million-square-foot pre-war trophy property and the world leader in sustainability. In its first year representing the Empire State Building, Newmark Grubb Knight Frank leased more than 1 million square feet of space at the world's most famous office building. The firm serves as leasing or managing agent for a portfolio of 6.4 million square feet of office properties for the Empire State Realty Trust, including One Grand Central Place, 1333 Broadway, 1350 Broadway, 1359 Broadway and 1400 Broadway.



GOLDMAN SACHS PORTFOLIO

NEW YORK, NY

Over the last 10 years, **Newmark Grubb Knight Frank** has assisted in the due diligence and acquisition as well as managed and/or leased a portfolio of 8 million square feet of office space on behalf of Goldman Sachs – including the Whitehall and Archon Entities. Properties in the portfolio include such buildings as 1185 Avenue of the Americas and 14 Wall Street. Newmark Grubb Knight Frank today serves as the asset manager for the 1.7 million-square-foot world-famous Mobil Building at 150 East 42nd Street.



SL GREEN REALTY CORP.

NEW YORK, NY

Newmark Grubb Knight Frank is currently or has been the leasing agent for 3 Columbus Circle, 125 Park Avenue, 100 Church Street and 810 Seventh Avenue, among SL Green's portfolio of properties. In total, **Newmark Grubb Knight Frank's** work on behalf of SL Green has spanned an expansive 3.2 million square feet of space.



BLACKSTONE

NEW YORK, NY

Among Blackstone's prominent portfolio of properties, Newmark Grubb Knight Frank is currently or has been the leasing agent for 1065 Avenue of the Americas, the former New York Times headquarters building at 229 West 43rd Street and 717 Fifth Avenue. In total, **Newmark Grubb Knight Frank's services on behalf of Blackstone have spanned 1.6 million square feet of space.**



AMTRUST REALTY PORTFOLIO

NEW YORK, NY

Newmark Grubb Knight Frank has served as asset manager and/or leasing agent for the AmTrust portfolio, **totaling more than 2.6 million square feet.** Properties in the portfolio include 59 Maiden Lane, 250 Broadway, 150 East 58th Street, 1370 Broadway and 303 South Broadway in Tarrytown. Today, Newmark Grubb Knight Frank serves as the leasing agent for the 1.1 million-square-foot 59 Maiden Lane.

A low-angle, upward-looking photograph of several tall skyscrapers. The buildings are made of glass and steel, with their facades reflecting the sky. The perspective creates a sense of height and scale, with the buildings converging towards the top of the frame. The sky is a pale blue with some light clouds.

INVESTMENT
SALES AND
CAPITAL MARKETS

INVESTMENT SALES AND CAPITAL MARKETS

NGKF Capital Markets provides private, corporate and institutional clientele with strategic solutions to their real estate capital concerns.

We offer a full range of capital market services including investment sales, debt and equity financing, 1031 exchange services, employing creative advisory, transaction management, deal structuring and marketing expertise to deliver exceptional capital solutions.

NEWMARK GRUBB KNIGHT FRANK WAS HIRED AS EXCLUSIVE SALES AGENT FOR THE NEW YORK MERCANTILE EXCHANGE BUILDING.



INVESTMENT
SALES AND
CAPITAL MARKETS

CME GROUP, INC.

SELLER REPRESENTATION • 1 NORTH END AVENUE, NEW YORK, NY

CME Group, the world's leading and most diverse derivatives marketplace, in partnership with its strategic global real estate advisor Holly Duran Real Estate Partners LLC of Chicago, **retained Newmark Grubb Knight Frank to explore the sale and partial leaseback of the NYMEX Building, the headquarters to the New York Mercantile Exchange (NYMEX).** The 16-story, 550,000-square-foot Class A, LEED-certified building is located at One North End Avenue overlooking the Hudson River immediately west of Brookfield Place (formerly the World Financial Center) and Goldman Sachs Tower. The building is currently in contract for \$200 million.



229 WEST 43RD STREET

SELLER REPRESENTATION • FORMER NEW YORK TIMES BUILDING, NEW YORK, NY

Newmark Grubb Knight Frank was retained by Africa Israel (AFI) to sell the office condominium at its property, the former New York Times headquarters building. The building is regarded as one of the most iconic structures in Manhattan, and consists of a total of 690,000 square feet with more than 500 feet of frontage. Newmark Grubb Knight Frank represented AFI in the [sale of the 460,000-square-foot office condominium at the building to Blackstone Group](#).



INVESTMENT
SALES AND
CAPITAL MARKETS

1600 TECHNOLOGY DRIVE

SELLER REPRESENTATION • SAN JOSE, CA

Newmark Grubb Knight Frank was retained by Equity Office Properties (EOP) to sell the Class A office property located at 1600 Technology Drive in the airport submarket of San Jose. The property is **100% leased to Atmel Corporation through March 2022** and serves as the company's world headquarters. The eight-story office building was constructed as part of Skyport Plaza, a four-building mixed-use office and retail project. Drawn to its high quality finishes, state-of-the-art building systems, and exceptional accessibility, **GI Partners purchased the 198,033-square-foot centrally located building.**



1800 LARIMER STREET

SELLER REPRESENTATION •
DENVER, CO

Newmark Grubb Knight Frank served as the exclusive listing representative along with HFF in the sale of **1800 Larimer, the only LEED Platinum office high-rise west of the Mississippi** and the first new office tower constructed in downtown Denver in more than 25 years. Drawn to the building's high-tech, energy efficient features, including state-of-the-art under-floor air systems and floor-to-ceiling windows, **Invesco Real Estate purchased the 495,518-square-foot building for \$213.2 million.** At \$430.30 per square foot, the sale of 1800 Larimer represents the highest price per square foot ever to be paid for a Denver Central Business District office building.



TRAVELERS TOWERS I & II

SELLER REPRESENTATION • 26533-26555 EVERGREEN ROAD, SOUTHFIELD, MI

Newmark Grubb Knight Frank completed the sale of the Travelers Tower I & II buildings in Southfield, the Detroit metro area's largest office submarket, and is the exclusive leasing and management agent for the **790,000-square-foot, Class A office complex**. Newmark Grubb Knight Frank represented Lehman Brothers Holdings Inc. in the sale to an investor group led by New York-based Time Equities Inc. Chief tenants in Travelers Tower I, at 26555 Evergreen Road, include automotive firm Faurecia and Fox Sports. In Tower II, at 26533 Evergreen Road, major tenants include the corporate headquarters of R.L. Polk & Co., and Action Benefits.



INVESTMENT
SALES AND
CAPITAL MARKETS

ARTHUR A. DUGONI SCHOOL OF DENTISTRY

BUYER REPRESENTATION · 155 FIFTH STREET, SAN FRANCISCO, CA

Newmark Grubb Knight Frank represented the University of the Pacific Arthur A. Dugoni School of Dentistry in its purchase of 155 Fifth Street in San Francisco, **a seven story, 385,000-square-foot office building** located in the heart of SoMa and previously 100% occupied by Wells Fargo Bank. **The Dugoni School is completing a \$150 million renovation** and will occupy the lower five floors in 2014. The remaining office floors will be leased exclusively by the San Francisco office of Newmark Grubb Knight Frank.

HUDSON YARDS DEVELOPMENT CORPORATION

BUYER REPRESENTATION · NEW YORK, NY

Newmark Grubb Knight Frank was retained to advise the Hudson Yards Development Corporation (HYDC) on the planning and execution of **a 12-million-square-foot development with Related Companies**. In the first phase of the project, Newmark Grubb Knight Frank **provided real estate consulting services during the planning, design and RFP process** for the eastern and western portion of the MTA Rail Yards. In the second phase, Newmark Grubb Knight Frank provided additional consulting services during the Developer RFP procurement process. In that capacity, Newmark Grubb Knight Frank assisted HYDC in reviewing and evaluating each developer's financial proposals for the eastern and western portions of the MTA Rail Yards.



MULTI-HOUSING

The Newmark Grubb Knight Frank Multi-Housing Group provides clients with access to experienced professionals whose singular focus is to assist clients in maximizing the value and managing the risk of multi-housing properties.

We combine our specialized knowledge of the multi-housing industry with the local market knowledge of our professionals in more than 100 offices nationwide along with Newmark Grubb Knight Frank's full platform of real estate services to consistently deliver the highest service quality in the industry.



NEWMARK GRUBB KNIGHT FRANK SOLD BOTH THE
EXISTING PROPERTY AND 315,000 SQUARE FEET OF FAR.



MULTI-HOUSING

MOUNT SINAI

1212 FIFTH AVENUE, NEW YORK, NY

Mount Sinai retained Newmark Grubb Knight Frank to assist in the sale of its 315,000 square feet of FAR and existing 120,000-square-foot building to fund a state-of-the-art medical science and research facility. After meeting and educating potential buyers, Newmark Grubb Knight Frank conducted a building department review, received BSA approval and sold both the existing property at 1212 Fifth Avenue and the 315,000 square feet of FAR.



1502 BROADWAY

SANTA MONICA, CA

Newmark Grubb Knight Frank was engaged by a court-appointed receiver for the **sale of a side-by-side condominium and apartment development project**. The project comprised **32 condominium units and 29 apartment units**. The developer was no longer able to fund the project, so, with the cooperation of the owner and the lender, the receiver was put in place to keep construction in progress. After an extensive marketing campaign carried out by Newmark Grubb Knight Frank, a buyer was found and selected, resulting in a **33% increase in net proceeds to the seller** over previously received offers.



ONYX

5150 DUKE ELLINGTON WAY, LAS VEGAS, NV

Onyx's construction began in 2006 as a sold-out condominium project. By the time Onyx was completed in 2008, the condominium market in Las Vegas had collapsed. After repeated attempts by the original builder and lending group to sell the property failed, the lead bank hired Newmark Grubb Knight Frank to **market the 63 unit, 79,500-square-foot four-story luxury condominium**. The eventual buyer from Australia paid \$8,050,000, making Onyx one of the highest price per unit and price per square foot deals in 2011.

MULTI-HOUSING



NEPTUNE, SOUTH RIVER AND LONG BRANCH

MULTIPLE LOCATIONS, NJ

Newmark Grubb Knight Frank **procured the equity for the \$46.5 million sale** of three properties **totaling 472 apartments** in central New Jersey. The New Jersey portfolio comprises Jumping Brook Apartments in Neptune (308 units in 28 buildings), Leonardine Gardens in South River (140 units in eight buildings) and the fully occupied Marine Gardens on the oceanfront in Long Branch (24 units in two buildings).



HOSPITALITY

Newmark Grubb Knight Frank is a market leader in the hotel and hospitality sector, with unrivaled access to national and international capital flows and hotel-specific market intelligence.

Offering a full scope of real estate services, from sales and acquisitions to valuations and development, we advise real estate investors, owners, developers, lenders, fund sponsors and investment managers on hotel properties across the globe.

HOSPITALITY

NEWMARK GRUBB KNIGHT FRANK FACILITATED THE SALE OF A TWO-PROPERTY PORTFOLIO TOTALING \$71 MILLION.



HOSPITALITY

HILTON CHECKERS AND COURTYARD MARRIOTT AT DISNEYLAND

MULTIPLE LOCATIONS, CA

Newmark Grubb Knight Frank facilitated the sale of a two-property portfolio that included a \$46 million deal to buy the Hilton Checkers Hotel and a \$25 million deal to buy the Courtyard Marriott at Disneyland. With 188 rooms, the Hilton Checkers is a 12-story property and the only four-diamond hotel in downtown Los Angeles. Located one mile south of Disneyland, the Courtyard Marriott sits on 2.3 acres and has 153 rooms in a four-story building. Through a relationship with the owner of the hotels, Newmark Grubb Knight Frank knew of the desire to sell the properties and what price would be accepted. In addition, a good working relationship with the senior officers of the REIT enabled the team to bring the two parties together and arrange the transaction. Newmark Grubb Knight Frank was aware that the REIT would not require financing, could pay cash and was anxious to acquire well-branded hotels in greater Los Angeles. With the REIT's lower cost of capital, the buyer was able to pay the owner's asking price, which other buyers could not possibly achieve in the market at the time.



ALOFT W HOTELS

MULTIPLE LOCATIONS, TX

Newmark Grubb Knight Frank represented Lloyds Banking Group, which held the **\$38.4 million senior note**, secured by three hotels in Texas, and had been struggling with negotiations for more than a year with the mezzanine lender to sell its position. The loan sale advisory team was asked to analyze the notes and help devise a negotiating/disposition strategy. As a result, the **bank closed on the sale at a price that significantly exceeded its expectations.**



COURTYARD BY MARRIOTT

601 WEST WASHINGTON STREET,
INDIANAPOLIS, IN

Newmark Grubb Knight Frank **represented the receiver in the disposition of a 90-room Courtyard**, the note of which was held by Colony Capital. The hotel was sold to a regional private equity firm that had low investment hurdles and cost of capital and that paid all-cash, similar to a REIT structure. The franchisor, Courtyard by Marriott, originally resisted granting the buyer a long-term franchise agreement – a key factor to the deal and the hotel's value. Newmark Grubb Knight Frank helped negotiate a long-term franchise agreement with Marriott and achieved a **price that exceeded the seller's expectations, helping realize an attractive return on its investment.**



ECONO LODGE

1914 SOUTHBROOKE ROAD
JACKSONVILLE, IL

Newmark Grubb Knight Frank represented Colony Capital in the **disposition of a nonperforming note secured by the hotel**. The loan was a part of a group of three loans to one borrower which had been purchased in a portfolio from the FDIC. The hotel had been closed for two years, and had additional challenges including mold, title problems and missing documentation. The Financial Services Advisory Division note sale advisory team assisted the owner in working through these challenges. As a result, the owner removed this troubled asset from its books without the lender being subject to the potential liability of being in the chain of title.

HOSPITALITY



PROPERTY MANAGEMENT

With more than 70 years of experience, Newmark Grubb Knight Frank's Property Management team attentively manages the day-to-day operations and maintenance for urban and suburban properties of all types, including office, industrial, retail and mission critical, among others.

Working closely with real estate owners and investors, we develop customized programs that sustain high levels of occupancy and tenant satisfaction, while lowering property costs and enhancing the value of the property.

PROPERTY
MANAGEMENT

NEWMARK GRUBB KNIGHT FRANK CREATED A BUILDING THAT WAS ATTRACTIVE TO A WIDE VARIETY OF TENANTS.



PROPERTY
MANAGEMENT

ONE GRAND CENTRAL PLACE

NEW YORK, NY

Newmark Grubb Knight Frank managed One Grand Central Place on behalf of Malkin Properties (now Empire State Realty Trust), the ownership of One Grand Central Place. Advising Malkin Properties, Newmark Grubb Knight Frank conceptualized the renaming and repositioning of the property as One Grand Central Place, a 1.3 million-square-foot, 55-story pre-war building that features its own zip code. The collaboration resulted in a thorough building enhancement and upgrade program, enhancing the image of the property and making it a desirable option for a wide variety of tenants, from boutique-sized firms to large space users.



FBI BUILDING

8000 E. 36TH AVENUE, DENVER, CO

The Federal Bureau of Investigation headquarters, **a 220,000-square-foot, Class A building**, has been managed by Newmark Grubb Knight Frank since 2010. The building was named an Energy Star Certified Building by the Environmental Protection Agency (EPA), earning the top spot for its energy reduction efforts in 2012, the highest among all office buildings in Denver. Focusing on areas predicted to yield the largest result, Newmark Grubb Knight Frank's programming changes reduced the building's energy consumption by 16.3 percent and prevented 454 metric tons of greenhouse gas emissions over the course of the year, equal to the energy use of 68 homes.



TRAVELERS TOWER I & II

26555 AND 26533 EVERGREEN ROAD, SOUTHFIELD, MI

Newmark Grubb Knight Frank was selected by New York-based Time Equities, Inc. as the exclusive leasing and management agent for Travelers Tower I and II in Southfield, Michigan. **This 792,686-square-foot, Class A complex is the third largest multi-tenant facility in Metro Detroit.** The assignment followed Newmark Grubb Knight Frank's successful sale of the asset. Among the property management team's responsibilities is oversight for Time Equities' extensive capital improvement program, which includes lobby renovations, HVAC equipment upgrades, and the addition of tenant amenities such as an exercise facility.



MONARCH CENTRE

3414 & 3424 PEACHTREE ROAD NE, ATLANTA, GA

Monarch Centre, **a 960,000 square foot, two building complex**, has been managed by Newmark Grubb Knight Frank since 2000. The Monarch Centre team was able to achieve LEED Silver designation in both buildings, including the 30-year-old Monarch Plaza. The buildings underwent the most expansive and comprehensive public area renovation in their history. Each year since 2008, the complex has been awarded the “A List Award for Customer Service” from CEL & Associates, Inc.



CLARION PARTNERS' WATERVIEW PORTFOLIO

CENTENNIAL, CO

Following successful property leasing and marketing efforts, Clarion Partners selected Newmark Grubb Knight Frank to manage its Class A, LEED Gold certified real estate portfolio in Denver's thriving southeast suburban market. **Totalling more than 365,000 square feet, the assignment includes Waterview I - 8005 S. Chester Street, Waterview II - 9155 E. Nichols Avenue and Waterview III - 8000 S. Chester Street.** The properties are part of Newmark Grubb Knight Frank's 7.2-million-square-foot management portfolio in the Denver region.

PROPERTY
MANAGEMENT



FACILITIES
MANAGEMENT

FACILITIES MANAGEMENT

Newmark Grubb Knight Frank's global portfolio encompasses a wide range of property types and uses including office, industrial and retail properties, mission critical data centers, call centers, urban towers, suburban campuses, landmark buildings and more.

We focus on developing tailored strategies for each property to drive down operating costs and increase service levels, achieving maximum efficiency of operations without compromising building integrity.

NEWMARK GRUBB KNIGHT FRANK PROVIDES FACILITIES MANAGEMENT SERVICES FOR AVAYA'S 9 MILLION-SQUARE-FOOT PORTFOLIO.



FACILITIES
MANAGEMENT

AVAYA

MULTIPLE LOCATIONS, GLOBAL REPRESENTATION

Newmark Grubb Knight Frank provides facilities management services for Avaya's 9 million-square-foot portfolio. Services include procurement service contracts, vendor maintenance, financial reporting, bill payment, self performed services, helpdesk and work order management. Among its various accomplishments, Newmark Grubb Knight Frank restructured Avaya's global portfolio management strategy resulting in a 33% headcount reduction, conducted energy audits resulting in 50% savings on energy procurement and consumption, and consolidated its supply chain from 55 contractors to 3, achieving 18% savings.

PANASONIC CORPORATION OF NORTH AMERICA

MULTIPLE LOCATIONS, NATIONAL REPRESENTATION

Newmark Grubb Knight Frank has been providing facilities management services for Panasonic Corporation of North America's 2.3 million-square-foot portfolio, including its 1 million-square-foot North American campus corporate offices in Secaucus, NJ, since 2006. **Newmark Grubb Knight Frank has reduced Panasonic Corporation of North America's annual costs by more than \$2.8 million** through measures such as staff savings, security guard reductions, contract re-bidding, conversion to day cleaning and the implementation of utility management plans, while consistently delivering year-over-year improvement in customer satisfaction.



FACILITIES MANAGEMENT



THE HARTFORD

MULTIPLE LOCATIONS, NATIONAL REPRESENTATION

Newmark Grubb Knight Frank manages **4.1 million square feet for The Hartford, which includes 60,000 square feet of data center management**. Since starting with its headquarters in Hartford, CT, and other office locations in suburban Hartford, the portfolio has grown to 16 owned or fullyleased sites in three states. Newmark Grubb Knight Frank has **saved The Hartford \$5 million over two years** in data center energy consumption **and \$1.6 million annually** by negotiating an improved electricity rate structure.



REED ELSEVIER

MULTIPLE LOCATIONS, NATIONAL REPRESENTATION

Newmark Grubb Knight Frank's initial assignment with Reed Elsevier was to manage its LexisNexis Group world headquarters in Dayton, OH. This 10-building, 800,000-square-foot facility included one of the largest data centers of its kind in the country. 17 years later, the Reed Elsevier **portfolio has grown to 3.5 million square feet** with facilities in 23 locations throughout the United States. Newmark Grubb Knight Frank manages corporate offices, data centers, regional offices and warehouse facilities with services consisting of facility management, data center operations, help desk/call center, mail services and infrastructure project management support.

AETNA INSURANCE

MULTIPLE LOCATIONS, GLOBAL REPRESENTATION

Newmark Grubb Knight Frank provides facility management services for Aetna's **7 million-square-foot portfolio**, for multiple facilities throughout the United States, Ireland, United Kingdom, Dubai, China, Indonesia and Hong Kong including: data center management, project management, purchasing and parking administration. Within the first three years of the contract, **procurement savings exceeded \$3.4 million**.

FACILITIES
MANAGEMENT





RETAIL

RETAIL SERVICES

Newmark Grubb Knight Frank Retail offers comprehensive real estate services to many of the world's most prominent retailers and property owners.

We guide retail tenants through site selection and leasing, project and construction management and, if necessary, financial restructuring and inventory dispositions.

For property owners, we identify the highest and best use of retail space and execute strategies to maximize its full potential.

BILLABONG BROKE ALL OF ITS COMPANY SALES RECORDS AFTER NEWMARK GRUBB KNIGHT FRANK PLACED ITS FLAGSHIP STORE IN TIMES SQUARE.



BILLABONG

TENANT REPRESENTATION • MULTIPLE LOCATIONS, NEW YORK, NY

Newmark Grubb Knight Frank was responsible for assisting the American subsidiary of a large Australian company in securing prominent retail locations throughout New York City. Newmark Grubb Knight Frank developed a business plan that would propel the rise of Billabong as a leader in the surfwear industry in New York and across the country – starting with a Times Square flagship. A location directly underneath the MTV Times Square Studios was identified as the ideal location, as it offered visibility throughout the day to millions of Billabong's target customers. Since breaking all company sales records with Billabong's first New York store, Newmark Grubb Knight Frank has successfully identified and secured additional stores in some of the most prominent shopping corridors, such as 34th Street and Soho's Broadway.

RETAIL



CRUMBS BAKE SHOP

TENANT REPRESENTATION • MULTIPLE LOCATIONS, NATIONWIDE

This small bakery was ready to make a big splash. Working as its development team, Newmark Grubb Knight Frank **secured dozens of successful locations in New York City** on Crumbs' behalf, and is currently orchestrating its national expansion in several major East and West Coast markets.

PRET A MANGER

TENANT REPRESENTATION • 211 WEST ADAMS STREET, CHICAGO, IL

Newmark Grubb Knight Frank **handled all of Pret A Manger's real estate needs during its United States market entry and roll-out, including locations in New York and Chicago.** Its first Chicago location, 2,260 square feet at 211 West Adams Street directly across from the Willis Tower, has enjoyed enormous popularity. The store's success led to additional Chicago locations, including 100 N. LaSalle, 73 W. Monroe, 1701 Sherman Avenue and Michigan Plaza.



RETAIL



ING DIRECT

OWNER REPRESENTATION • 101 POST STREET, SAN FRANCISCO, CA

Newmark Grubb Knight Frank was retained by Castlehill Properties to secure a tenant to replace Diesel and occupy the entirety of a unique retail space including **four levels plus a mezzanine, totaling 17,090 square feet**. Newmark Grubb Knight Frank decided to shift the focus from retail to financial institutions once Charles Schwab opened nearby, and created a map displaying all the financial service branches in the immediate area. They then presented ING with a custom-branded rendering that illustrated how the space could work for them, thereby sealing the deal.



TIFFANY & CO.

OWNER REPRESENTATION •
37 WALL STREET, NEW YORK, NY

Newmark Grubb Knight Frank was hired by Skyline Developers LLC as the exclusive leasing agent for the retail space at the base of its new luxury residential condominium. Newmark Grubb Knight Frank was **successful in securing a lease for this space with the high profile brand, Tiffany & Co., for its second Manhattan location** – a move that supported the continuing growth of the retail landscape Downtown.

RETAIL



INDUSTRIAL SERVICES

Newmark Grubb Knight Frank meets the needs of industrial tenants and property owners by providing comprehensive real estate services specifically tailored to the industrial market.

We apply a proven engineering approach when analyzing challenges in connection with our clients' distribution and manufacturing facilities and operations, by evaluating key drivers that impact revenue stream and cost of sales and identifying inefficiencies in production, materials handling, staffing and occupancy costs.

INDUSTRIAL

NEWMARK GRUBB KNIGHT FRANK SUCCESSFULLY
NEGOTIATED A SEVEN-YEAR LEASE EXTENSION AT A
SIGNIFICANTLY REDUCED COST.



RECKITT BENCKISER

TENANT REPRESENTATION • 360 INDEPENDENCE AVENUE, MECHANICSBURG, PA

Newmark Grubb Knight Frank was engaged to find a location solution for Reckitt Benckiser's Northeast distribution center. Its current 812,000-square-foot warehouse in Mechanicsburg, PA had a lease incurring above-market rates that was due to expire in two years. Reckitt Benckiser sought to explore potential savings through an early lease renewal or by relocating closer to its manufacturing facilities. Newmark Grubb Knight Frank successfully negotiated a seven-year lease extension at a significantly reduced cost, with an immediate concession of \$2.75 million in free rent in 2010 – two years before the original lease expiration.

INDUSTRIAL



BARNEYS

TENANT REPRESENTATION • 1201 VALLEY BROOK AVENUE, LYNDHURST, NJ

Newmark Grubb Knight Frank was engaged by Barneys to address its need for long-term industrial space. After examining the distribution lines of Barneys store to confirm its current space was an optimally efficient, Newmark Grubb Knight Frank negotiated a **renewal and expansion of 180,000 square feet** at 1201 Valley Brook Avenue.

INDUSTRIAL



STION CORPORATION

TENANT REPRESENTATION • 6311-6331 SAN IGNACIO AVENUE, SAN JOSE, CA

Newmark Grubb Knight Frank represented Stion Corporation in **expanding to 265,612 square feet within a four-building industrial complex**. With the solar industry's rapid growth, it had become increasingly necessary for Stion to expand its production capabilities. Newmark Grubb Knight Frank conducted extensive market and financial analysis, ultimately determining that expanding at Stion's existing site to accommodate growth and enhance operations would be the most viable solution. Under Newmark Grubb Knight Frank's direction, Stion Corporation gained immediate access to corporate offices, as well as pilot-line production facilities.

RREEF FUNDS LLC

TENANT REPRESENTATION • 700 BAY ROAD, REDWOOD CITY, CA

As the exclusive leasing agent of RREEF's Woodside Tech Center, Newmark Grubb Knight Frank was tasked with securing a tenant for space at the 253,000-square-foot, Class A office park. The complex consists of three, two-story buildings strategically located within the Peninsula submarket (San Mateo County) of the San Francisco Bay Area. GenPharm/Bristol-Myers Squibb was ecstatic to find a life science facility with existing wet laboratory infrastructure in a great location. The result was a **132,726-square-foot lease to this high credit and quality tenant.**



350 CLARK DRIVE

OWNER REPRESENTATION • MOUNT OLIVE, NJ

Most recently, Newmark Grubb Knight Frank successfully negotiated **transactions totaling 329,000 square feet;** including a long-term lease for 119,682 square feet with Performance Food Group, followed by the leasing of 208,904 square feet to 350 Logistics, the distribution arm of Manischewitz Group. The two transactions brought the industrial space at 350 Clark Drive to 100 percent occupancy.

INDUSTRIAL



PROGRAM AND PROJECT MANAGEMENT

Newmark Grubb Knight Frank Program and Project Management provides comprehensive leadership and management for projects such as core and shell redevelopment, highest and best use studies, master planning, ground-up development, environmental recovery, tenant improvements and LEED certification including, energy saving and environmental best practices.

We possess specific expertise in hotels and resorts, transportation, commercial, retail, high-rise and campus office, mission critical, higher education and health care facilities.

PROGRAM AND
PROJECT
MANAGEMENT

NEWMARK GRUBB KNIGHT FRANK SUCCESSFULLY
EXECUTED WITHIN 16 WEEKS OF CONSTRUCTION
COMMENCEMENT AND UNDER BUDGET.



SUNGARD DATA SYSTEMS INC.

340 MADISON AVENUE, NEW YORK, NY

Newmark Grubb Knight Frank was retained by SunGard Data Systems to perform full scope project management services and lead a team of consultants and vendors to consolidate its 10 business units dispersed throughout the city into a new 120,000-square-foot, state-of-the-art corporate office at 340 Madison Avenue, prior to the disparate lease expiration dates. Newmark Grubb Knight Frank successfully executed SunGard's project within 16 weeks of construction commencement and under budget.

PROGRAM AND
PROJECT
MANAGEMENT



SERVICE EMPLOYEES INDUSTRIAL UNION 32BJ

620 AVENUE OF THE AMERICAS, NEW YORK, NY

After successfully representing the Service Employees Industrial Union 32BJ in its new headquarters lease at 620 Avenue of the Americas – a prominent transaction which garnered Newmark Grubb Knight Frank a REBNY Deal of the Year award – Newmark Grubb Knight Frank was hired to perform **full scope project management services and lead a team of consultants and vendors for the new 250,000-rentable-square-foot headquarters mandate**. The project involved five new elevators, new HVAC systems, conversion of a truck loading dock into an employee lobby and multi-use fit-out with a public assembly auditorium, training labs, conference rooms and dental office.



YAMAHA MOTOR CORPORATION, USA

1270 CHASTAIN ROAD, KENNESAW, GA

Newmark Grubb Knight Frank was hired by Yamaha Motor Corporation, USA, to provide **full project management services for its 200,000-square-foot distribution center expansion**. Through field engineering and various tests, Newmark Grubb Knight Frank found soil stability issues that were causing floor problems in the existing facility. Newmark Grubb Knight Frank recommended a soil cement solution, which reduced the cost of resolving the unstable sub-grade by more than \$300,000. Newmark Grubb Knight Frank also saved Yamaha between \$500,000 and \$750,000 by suggesting handling/storage methodologies that eliminated the need for the insurance carrier's proposed modification to the facility.

PROGRAM AND
PROJECT
MANAGEMENT



VALUATION AND ADVISORY

Landauer Valuation & Advisory, a division of Newmark Grubb Knight Frank, is a leader in appraisal, valuation and advisory services, having provided unmatched insight into client assets for more than 75 years.

Headquartered in New York with offices nationwide, our experts provide extensive valuation and consulting services for a diverse client base on all asset classes, as well as a variety of special-use properties.

VALUATION
AND ADVISORY

NEWMARK GRUBB KNIGHT FRANK PROVIDED A VALUATION OF THE 214.9-ACRE PROPERTY, WHICH INCLUDED THE CASINO AND HOTEL.



WYNN HOTEL & CASINO

3131 LAS VEGAS BOULEVARD SOUTH, LAS VEGAS, NV

Landauer Valuation & Advisory, a division of Newmark Grubb Knight Frank, provided a valuation of the 214.9-acre property, which included the 9.6 million-square-foot, 2,716 room casino and hotel. The 48-story building has a 75,000-square-foot casino, 11 meeting rooms, a 1,500-seat theatre, a spa and salon, two fitness centers, five nightclubs, 16 retail stores, 19 swimming pools and an 18-hole golf course. This luxury resort is located on the Las Vegas Strip and is the flagship property for Wynn Resorts.

VALUATION
AND ADVISORY



MIDAS INTERNATIONAL

MULTIPLE LOCATIONS, NATIONWIDE

Landauer Valuation & Advisory, a division of Newmark Grubb Knight Frank, secured a significant assignment for Midas International. Our team of valuation experts was given the responsibility of **appraising a portfolio of 209 assets throughout the United States** for the automotive services provider. The majority of the assets are corporate owned, while the remainder are leased assets. The purpose of the appraisals was to determine whether there was any positive or negative leasehold value for each asset.



THE MILESTONE GROUP

NATIONAL MULTI-FAMILY PORTFOLIO – REIT IPO

The Milestone Group portfolio consisted of **52 garden apartment communities located throughout the United States. The assets ranged in size from 112 units to 994 units.** Amenities included balconies and/or patios, clubhouses, swimming pools, fitness centers, business centers, basketball and tennis courts and covered parking. Landauer Valuation & Advisory, a division of Newmark Grubb Knight Frank, offered a valuation that provided an opinion for the market value of the entire portfolio to support a REIT IPO. Landauer also participated in the due diligence process and audit.



EAST SIDE AIR RIGHTS RE-ZONING

NEW YORK, NY

Landauer Valuation & Advisory, a division of Newmark Grubb Knight Frank, prepared a special study to assist the City of New York in the pricing of approximately **4 million square feet of air rights** that could be purchased from the City by developers seeking to demolish older office buildings to build new, competitive buildings in the East Midtown section of Manhattan. The proposed East Midtown Rezoning will **impact a 70-block area within the East Midtown neighborhood of Manhattan** – generally bounded by Second and Fifth Avenues between East 39th and East 57th Streets. This neighborhood currently contains **more than 70 million square feet of office space**. The rezoning will improve densities along certain corridors and will streamline the system for landmark transfers within Grand Central, as well as assist in pedestrian network improvements throughout the area.

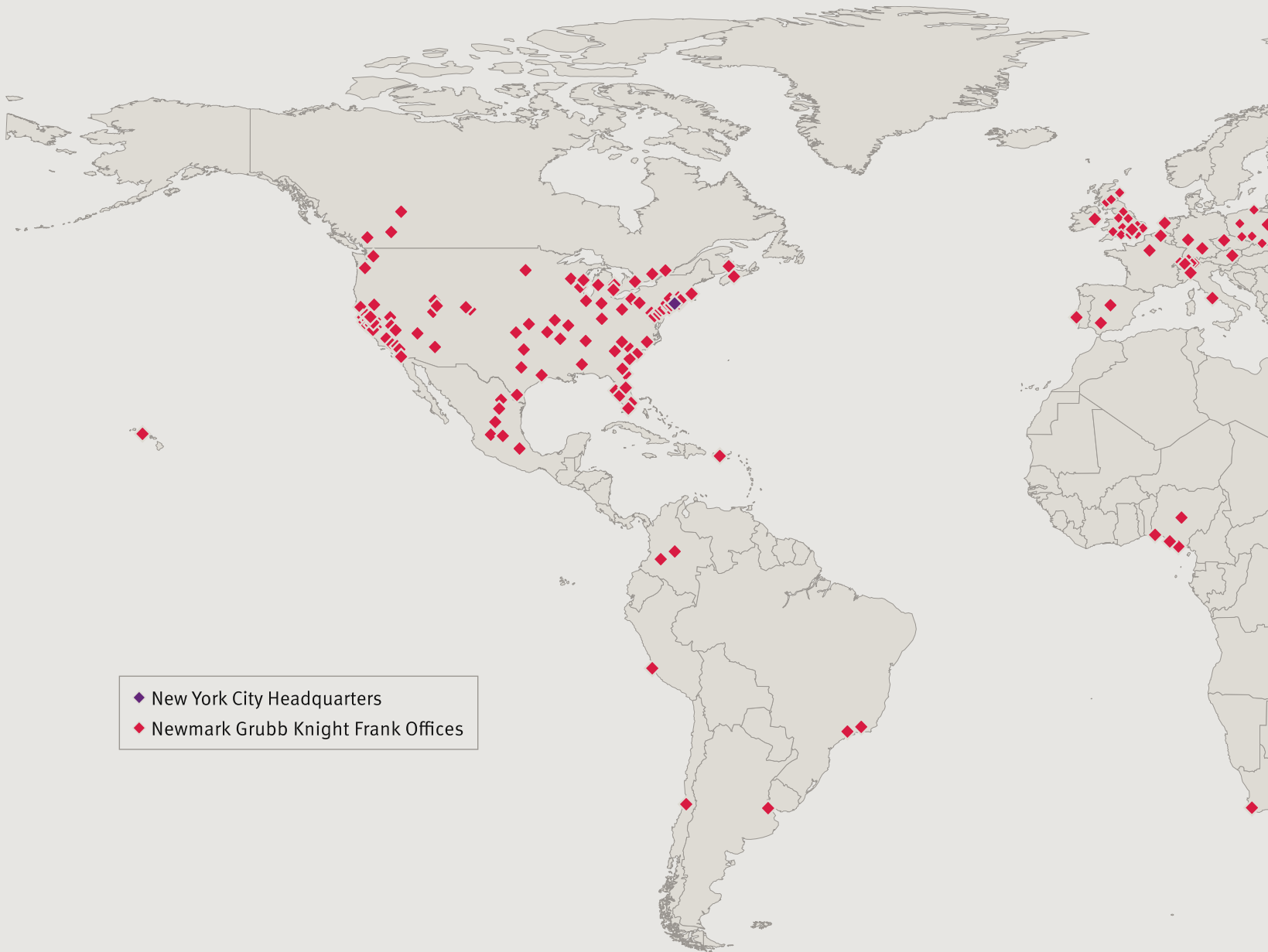


CHELSEA MARKET

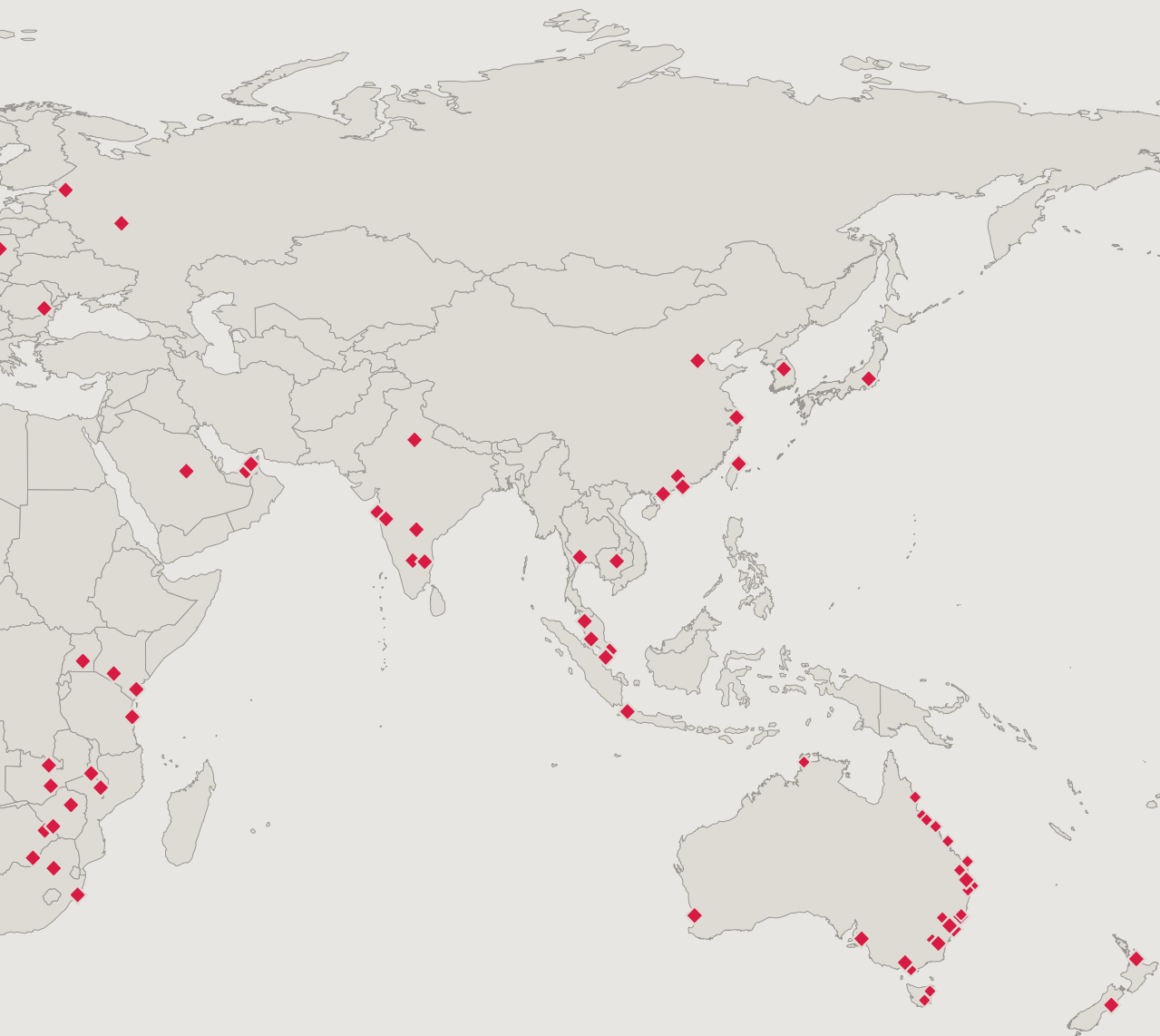
75 NINTH AVENUE, NEW YORK, NY

Landauer Valuation & Advisory, a division of Newmark Grubb Knight Frank, secured a three-year contract with Jamestown Properties to appraise Chelsea Market. One of the most nationally recognized mixed-use properties in Manhattan, Chelsea Market is a **15-building, 1,100,533-square-foot mixed-use retail and office complex**. Jamestown/Chelsea Market was granted non-transferrable development rights allowing for construction of an additional 209,000 gross square feet of office space above Chelsea Market along the 10th Avenue side of the building and an additional 69,300 gross square feet of office space above the 9th Avenue side of the building on the north corner at 16th Street. Newmark Grubb Knight Frank's most recent 2013 **valuation provided an opinion for the As Is market value of the entire complex**, including the non-transferable development rights.

VALUATION
AND ADVISORY



OFFICE LOCATIONS



North America

Canada
United States

Europe

Austria
Belgium
Czech Republic
France
Germany
Ireland
Italy
Netherlands
Poland
Portugal
Romania
Russia
Spain
Switzerland
United Kingdom

Latin America

Argentina
Brazil
Chile
Colombia
Mexico
Peru
Puerto Rico

Asia-Pacific

Australia
Cambodia
China
Hong Kong
India
Indonesia
Japan
Malaysia
New Zealand
Singapore
South Korea
Taiwan
Thailand

Africa

Botswana
Kenya
Malawi
Nigeria
South Africa
Tanzania
Uganda
Zambia
Zimbabwe

Middle East

Saudi Arabia
United Arab Emirates



