

American Realty Advisors

American Realty Advisors
Real Estate Investment Adviser

Glendale, CA

PROPERTY TYPE(S) Apartments, Industrial, Neighborhood Shopping Centers, Non-Performing Loans, Office, Shopping Centers, Single-Tenant, Single-Tenant Industrial, Single-Tenant Office, Triple-Net Leased Properties, Trophy Buildings

FAVORED STRUCTURE All Cash to Seller, Indirect Investments, Joint Ventures, Mezzanine Debt, Preferred Equity, Purchases of Debt, Senior Debt

ACQUISITION VOLUME AND HISTORY	<i>NUMBER OF ACQUISITIONS</i>	<i>DOLLAR VOLUME</i>
2008	5	\$143M
2007	27	\$1B
2006	25	\$635M
2005	23	\$771M
2004	14	\$364M

SOURCE OF FUNDS Pension Funds

YIELD OBJECTIVES Dependent on Strategy

TERRITORY Nationwide

SUBMISSION NEEDS ARGUS Model; Current & Historic NOI w/ Suppo; Description & Location of Prop; List of Current Assumable or; List of Current Tenants w/ Loc; Local Market Data (including D; Photographs (Including Aerials); Proposed Purchase Price & Term; Site Map and/or Floorplan; Tenant Financial Statements &

MIN. DEAL SIZE \$5M

MAX. DEAL SIZE \$150M

HOLD PERIOD 3 to 10 Years

OTHER RELATED SERVICES OFFERED Acquisition Consultation, Advisory Services, Asset Management, Build-to-Suits, Corporate Real Estate Adviser, Development and Construction, Disposition Strategy Consultat, Financing Source/Lender with Take-Out Loans, Fund Management, Institutional Real Estate Adviser, Portfolio Strategy/Consulting, Private Placements, Real Estate Investment, Restructuring/Turnarounds/Workouts

EST. PORTFOLIO \$4.2B

NOTE(S) Estimated Portfolio represents gross value of all assets and accounts managed by American Realty (excluding partners' share of equity and partners' share of debt on partnership investments).

CONTACTS

<http://www.americanreal.com>

American Realty Advisors (cont'd)

See previous page(s) for company details.

CONTACTS

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KBS Realty Advisors

KBS Realty Advisors
Newport Beach, CA

Advisory Firm, Equity REIT, Fund Manager, Institutional Investment Advisor, Investment Advisor, Investment Manager, Joint Venture Partner, Pension Fund Adviser, Private REIT, Real Estate Fund, Real Estate Investment Adviser, Real Estate Operating Company, Real Estate Opportunity Fund, REIT, REIT Sponsor/Adviser

PROPERTY TYPE(S)	Industrial, Office, Single-Tenant Office	
FAVORED STRUCTURE	All Cash to Seller or Low Leverage Purchases	
ACQUISITION VOLUME AND HISTORY	<i>NUMBER OF ACQUISITIONS</i>	<i>DOLLAR VOLUME</i>
	2009	34 \$2B
	2008	29 \$2.1B
	2007	73 \$2B
	2006	22 \$850M
	2005	18 \$749M
SOURCE OF FUNDS	Pension Funds	
YIELD OBJECTIVES	Improve Problem Property to In, Opportunistic/Short-Term Hold, Turnaround with Upside Potential	
TERRITORY	Nationwide	
SUBMISSION NEEDS	Description & Location of Prop; List of Current Tenants w/ Loc; Local Market Data (including D; Proposed Purchase Price & Term; Recent Appraisal if Available; Written Authorization to Represent; Zoning & Land Use Plan	
MIN. DEAL SIZE	\$15M	
MAX. DEAL SIZE	\$Unlimited	
HOLD PERIOD	Mid to Long-Term	
EST. PORTFOLIO	\$6.1B	

CONTACTS
www.kbsrealty.com

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See previous page(s) for company details.

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Lutz Real Estate Investments

Lutz Real Estate Investments
Developer, Private Investor
Farmington Hills, MI
PROPERTY TYPE(S) Apartments, Industrial, Office, Retail

FAVORED STRUCTURE All Cash to Seller, Assumable Existing Debt, Joint Venture with Seller, Seller Carries Debt

ACQUISITION VOLUME AND HISTORY	<i>NUMBER OF ACQUISITIONS</i>	<i>DOLLAR VOLUME</i>
2009	-	\$50M
2008	-	\$50M
2007	-	\$100M
2006	-	\$100M
2005	3	\$100M

SOURCE OF FUNDS Domestic Private Investors, Equity Joint Ventures

YIELD OBJECTIVES Improve Problem Property to In, LongTerm Investment with Stable Yield, Redevelopment/ Expansion and/or, Turnaround with Upside Potential

TERRITORY Nationwide

SUBMISSION NEEDS Current & Historic NOI w/ Suppo; Description & Location of Prop; List of Current Tenants w/ Loc; Proposed Purchase Price & Term; Summary and Present Ownership Structure

MIN. DEAL SIZE \$5M

MAX. DEAL SIZE \$50M

HOLD PERIOD 3 to 7 Years

EST. PORTFOLIO \$500M

CONTACTS
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MayfieldGentry

MayfieldGentry Realty Advisors**Detroit, MI**

PROPERTY TYPE(S) Apartments, Community Shopping Centers, Freestanding Retail, Office, Single-Tenant Industrial, Single-Tenant Retail, Strip Retail Centers, Strip Shopping Centers, Trophy Buildings

FAVORED STRUCTURE All Cash to Seller, Assumable Existing Debt, Cash Flow Guarantee, Joint Venture with Seller, Sale/Leaseback, Seller Carries Debt, Workout/Turnaround

ACQUISITION VOLUME AND HISTORY	<i>NUMBER OF ACQUISITIONS</i>	<i>DOLLAR VOLUME</i>
2009	4	\$\$82MM
2008	3	\$\$194MM
2007	5	\$\$348MM
2006	4	\$\$190MM

SOURCE OF FUNDS Pension Funds, Domestic Institutions other than PFs, Domestic Private Investors, Foreign Investors (Private, Pu, Private/Institutional Equity Investors, Equity Joint Ventures, Cash Flow/Internal Capital, Private Placement Securities, Proceeds from Sales

YIELD OBJECTIVES Improve Problem Property to In, LongTerm Investment with Stable Yield, Major Rehab with Upside Potential, Redevelopment/Expansion and/or, Take Control and Flip to New Buyer, Turnaround with Upside Potential

TERRITORY Nationwide

SUBMISSION NEEDS Current & Historic NOI w/ Suppo; Description & Location of Prop; Description & Location of Prop; List of Current Tenants w/ Loc; Photographs (Including Aerials); Recent Appraisal if Available; Summary and Present Ownership Structure; Tenant Financial Statements & ; Written Authorization to Represent

MIN. DEAL SIZE \$\$7.5MM

MAX. DEAL SIZE \$\$5.0B

EST. PORTFOLIO \$\$1BM

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