

SCHEER PARTNERS PRIVATE CAPITAL GROUP | MID-ATLANTIC INVESTMENT SALES

# PRIVATE CAPITAL GROUP

# Mid-Atlantic Investment Sales

## Institutional Level of Service for the Private Investor

The Capital Markets Group at Scheer Partners specializes in the disposition of Suburban Investment Properties throughout the Mid-Atlantic region, emphasizing property sales to Institutional equity, high net worth investors, 1031 exchange investors and REITs.

### OUR INVESTMENT SALES SERVICES INCLUDE

- Landlord representation on asset dispositions
- Purchaser representation
- 1031 buyer representation
- In depth market research
- Financial underwriting analysis
- Mass marketing campaign through Real Capital Markets

With over 50 years of collective experience in executing investment sales within this product niche and geographic region, we have established a deep network of over 5,000 investors that actively purchase and own assets in the following product categories:

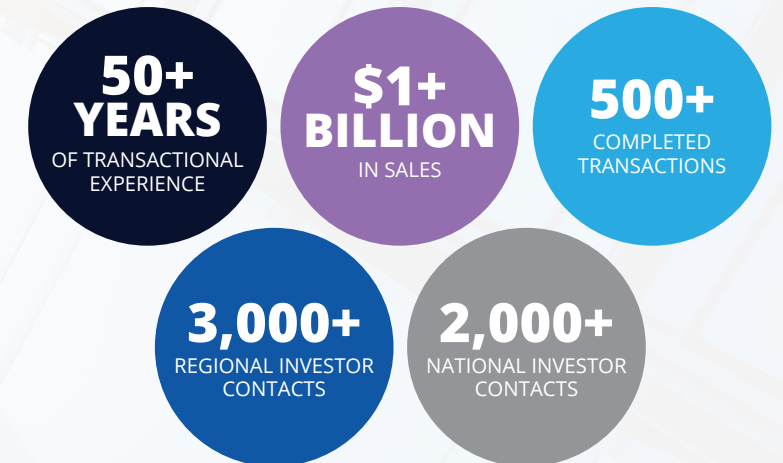


## Capital Markets Access to Qualified Buyers

Over many years of marketing investment property for sale in the equity market in the Washington, D.C. / Baltimore region, we have developed a comprehensive database of active buyers of property within this market niche. Conducting sales transactions within this niche gives our team a unique ability to give our clients credible reviews of prospective buyers based on first-hand experience and long-standing relationships within this specific buyer pool.

We meticulously track all investment property sales transactions each week to ensure that our database has the most current list of buyers, as well as tracking cap rate trends.

### SELECT CLIENTS



### INSTITUTIONAL QUALITY FOR THE PRIVATE INVESTOR

To achieve the highest possible price, we believe that a Seller of a middle-market investment property should receive the same level of professional execution, strategic marketing, sophisticated analysis, and first-class presentation of a \$100 million trophy office building.

**We employ a property-specific sales process that is methodical, meticulous, sophisticated, and aggressive.**

- Offering Memorandum marketed through the Real Capital Markets platform
- Virtual Deal Room for Due-Diligence Document Review
- Virtual tour marketing video

### Our approach ensures:

- Accurate financial analysis and underwriting
- First-class marketing presentation prepared by a professional graphic designer
- Credible market data presentation
- Comprehensive potential buyer pool coverage

**To guarantee smooth execution of the sale process, our disposition services include:**

- Pre-marketing walk-through and inspection with the Seller and/or property manager
- Due diligence document review
- Lease abstracts
- Investor property tours conducted only by principal brokers

**MARKETING MATERIAL**

**30 DAYS**

**MARKETING PERIOD**

**30 - 45 DAYS**

**DUE DILIGENCE PERIOD**

**30 - 60 DAYS**

**SETTLEMENT PERIOD**

**30 - 45 DAYS**



### Julian Etches

Principal, Private Capital Group

Julian specializes in the sale of suburban office, neighborhood retail, flex/ industrial and distribution warehouse investment properties, in the Mid-Atlantic region.

With over 18 years of combined experience in investment sales and leasing brokerage, Julian has completed over 300 transactions in excess of \$500 million.

Prior to joining Scheer Partners Inc., Julian served as Managing Director at Transwestern's Bethesda based Investment Sales team and Senior Vice President at McShea & Company, Investment Sales.

Julian has valuable strategic relationships with players in the Washington Metropolitan area that ensure the highest probability of success in any transaction.



### Andrew Borsa

Senior Associate

As a senior associate at Scheer Partners, Andrew specializes in the leasing, purchasing, and selling of office and industrial properties throughout central Maryland. Andrew employs an honest and straightforward approach in combination with deep local market knowledge to give his clients the best competitive advantage possible. He has leased or sold over 230,000 square feet in his career. Andrew's deal highlights include the disposition of 41 acres of industrial land in Clarksburg totaling almost \$7 million deal value, and also a \$1.2 million dollar industrial condominium in Rockville.

Before joining Scheer Partners in 2022, Andrew worked in brokerage for five years at Tyler Duncan Realty Partners where he led or participated in one hundred transactions over many property types.