

GREYSTONE

GREYSTONE REAL ESTATE ADVISORS

Where People Matter



WHAT WE DO

Greystone Real Estate Advisors delivers customized sales advisory and capital solutions, along with timely market information necessary for informed decisions. Private owners / operators, REITS, institutions, advisory firms, and developers have relied on our resources and market expertise for guidance. We provide a proven execution and delivery platform through our seamless continuum of investment sales services. We are involved throughout the entire sales decision-making process by recommending and presenting options that fit the needs and objectives of our clients. In 2019, the Greystone Real Estate Advisors team arranged \$2.1 billion in sales.

Greystone Real Estate Advisors is committed to the highest standards of excellence. We have a systematic and solution-driven advisory process that is customized to the specific needs of each client.

We quantify and manage risk, identify opportunities, and anticipate trends that lead to rewarding client decisions.

THE TEAM



LOCAL KNOWLEDGE OF INVESTOR & EQUITY PARTNERS

Knowledge and experience of the entire local market. Our team approach has expanded and created relationships with investors.



DEPTH OF CLIENT RELATIONSHIPS & MARKET INTEL

Deeper client relationships and knowledge of investor activity regionally and locally. Shared intelligence provides essential data of active capital in the market.



CLIENT SERVICE WITH INTELLECTUAL CAPITAL, RESEARCH & TECHNOLOGY

A team organized and designed around client service. The combining of intellectual capital and technology delivers superior analytical and research services.



LEADING LENDER & INVESTOR CAPITAL

Teaming with the Greystone family, a leading Fannie Mae DUS[®], Freddie Mac, and FHA Lender with special expertise in small loans, multifamily, affordable, and healthcare lending.

GREYSTONE REACH

\$13.7B Multifamily, Healthcare
& Commercial Loans
Originated in 2019

\$60B Loan Servicing
Portfolio

\$2.1B Multifamily Sales
in 2019

\$2B Purchased, Redeveloped
or Repositioned Real
Estate, Including
Apartments, Condominiums,
Skilled Nursing Facilities
& Commercial Space

#1 FHA Multifamily
& Healthcare Lender*

TOP 10 Multifamily Lender**
for Freddie Mac &
Fannie Mae DUS

TOP 3 Freddie Mac and Fannie
Mae DUS Small Loan
Lender for the last 5 years

9,704 Multifamily Units
Owned or Managed
in Multiple States

GREYSTONE - BEYOND INVESTMENT SALES - REAL ESTATE LENDING, INVESTMENT & ADVISORY

Greystone Real Estate Advisors is part of the Greystone family, a real estate lending, investment, and advisory firm headquartered in New York City with a presence in 36 states, locations in 24 states, and approximately 9,966 employees. Greystone offers you a one-stop-shop for multifamily investment sales and lending. Your dedicated Advisor will help you navigate the specific services and solutions to meet your portfolio goals.

MORTGAGE LENDING

With over 30 years of real estate lending as its core business, Greystone brings expertise, knowledge, and creativity to the loan process. We have continuously expanded our capabilities to become a full service multifamily housing lender.

Our national team of professionals has built strong, collaborative relationships with Fannie Mae, Freddie Mac, and the US Department of Housing and Urban Development, enabling us to move quickly to help you achieve your financing needs and avoid costly delays.

We aspire to strengthen and add value to your business, and look forward to providing you with out-of-the-box and creative solutions for your financing needs - no matter the size of the transaction. Greystone's capital markets expertise enables us to deliver competitive pricing and superior execution, getting you outstanding results.

**Based upon combined originations for 2019 by Greystone Servicing Company LLC and Greystone Funding Company LLC*

***Based upon origination volume in 2018*

SERVICES & CAPABILITIES

GREYSTONE SERVICES

- Asset acquisition and disposition
- Individual property and portfolio sales
- Existing, new construction, and pre-sale analysis
- Investment strategy and debt structuring
- Investigating / analyzing partnership structures
- Asset repositioning feasibility analysis
- Economic and market research

GREYSTONE CAPITAL SOLUTIONS

- Lending platforms including Fannie Mae, Freddie Mac, FHA, USDA, CMBS, and more
- Debt restructuring
- Bridge and mezzanine lending
- New construction / rehabilitation loans

FEATURED

INVESTMENT SALES TRANSACTIONS



**860
Units**
THROUGHOUT
CALIFORNIA

AFFORDABLE



**583
Units**
FORT WORTH, TX




**456
Units**
THROUGHOUT
LOUISIANA

AFFORDABLE



**454
Units**
RIVERDALE, GA



**399
Units**
MARIETTA, GA



**356
Units**
FAYETTEVILLE, NC

**328
Units**

ATLANTA, GA



**313
Units**

FORT WORTH, TX



**298
Units**

HINESVILLE, GA



**280
Units**

AUSTELL, GA



**268
Units**

SAN DIEGO, CA



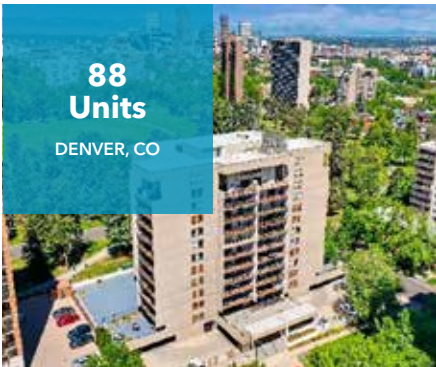
**257
Units**

MARIETTA, GA



AFFORDABLE





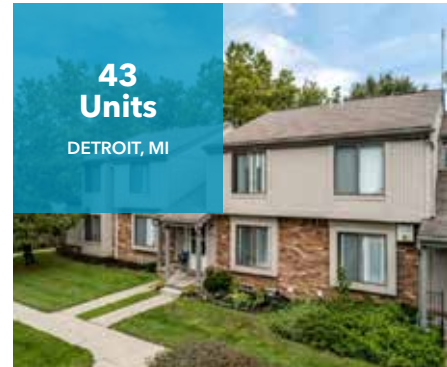
**44
Units**

WESTMINSTER, CO



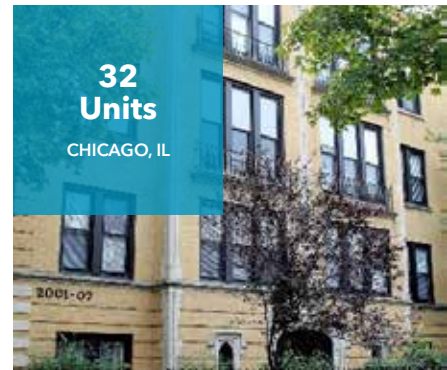
**43
Units**

DETROIT, MI



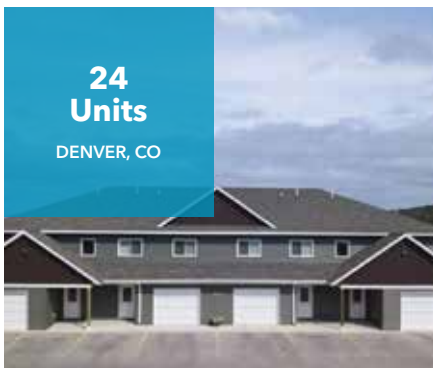
**32
Units**

CHICAGO, IL



**24
Units**

DENVER, CO



**23
Units**

DENVER, CO



**32,503
SF**

CHICAGO, IL





GREYSTONE

To learn more about Greystone Real Estate Advisors and our capabilities please visit www.greycoadvisors.com

Greystone & Co., Inc.
152 West 57th Street
60th Floor
New York, NY 10019
855.527.4381
information@greyco.com

©2020 Greystone & Co. II LLC. All Rights Reserved. References to the term "Greystone," refer to Greystone & Co. II LLC and/or its affiliated companies, as applicable. Loans are offered through Greystone Funding Company LLC, Greystone Servicing Company LLC, and/or other Greystone affiliated companies.