



# TEAM AP

Atlanta, GA | Charleston, SC

OFFICE • INDUSTRIAL • RETAIL SPECIALISTS

# Meet Our Team



**Ani Paulson**  
SENIOR VICE PRESIDENT



**Manton Paine**  
SENIOR ASSOCIATE



**Nick DiPietro**  
ASSOCIATE



**Willa Beth Bessinger**  
SENIOR INVESTMENT ANALYST



**Rachel Lakian**  
OPERATIONS ANALYST



Established as one of the highest-producing investment brokerage teams within Northmarq Commercial Investment Sales, Ani Paulson and her team of experienced brokers have been involved in over 100 transactions to-date, valued at \$250 million.

## TRANSACTION **CAPABILITIES**

- Specialization in structured transactions, including portfolios, build-to-suits, zero cash flow, equity placement and sale leaseback
- Expertise in a variety of property types and transaction sizes
- Diversified client representation of both buyers and sellers
- Strong relationships with repeat clients



STATES WITH  
TRANSACTIONS

**13+**



COMBINED INDUSTRY  
EXPERIENCE

**18 YEARS+**



ASSET  
EVALUATIONS

**\$1B+**

## DIVERSIFIED MIX OF **PROPERTY TYPES**

By specializing in an array of property types, we have the ability to advise clients in the sale or acquisition of retail, office, industrial or medical properties. Our track record includes deals primarily ranging from \$1 million to \$20 million in transaction size.

[View Current On-Market Listings](#) ➔

# Team AP



## Ani Paulson

SENIOR VICE PRESIDENT  
apaulson@northmarq.com

*College of Charleston, B.S. International Business, Minor in Global Logistics & Transportation*



TEAM SALES  
VOLUME

**\$250M+**



ASSET  
EVALUATIONS

**\$1B+**



SQUARE FEET  
CLOSED

**4M SF+**

## AWARDS & ACCOLADES

**Charleston Regional Business Journal – Women of Influence (2023)**

**Top Women Leaders of Georgia (2024)**

**Mid Atlantic Real Estate Journal – Best & Brightest Under 40 (multiple years)**

**Connect CRE – Women in Real Estate Award (2024)**

**Connect CRE – Next Gen Award (2024)**

**Atlanta Business Chronicle – People on the Move (2024)**

Ani Paulson is a senior vice president on Northmarq's Commercial Investment Sales team based in our Atlanta office. She is the founder and team lead of Team AP, where she has positioned her team among the Southeast and Mid-Atlantic's top producers in office, retail, and industrial investment sales. She specializes in valuation, acquisitions and dispositions, underwriting, and strategic marketing, with an emphasis on advisory services that guide clients in identifying the right time to sell, positioning assets effectively, and pursuing acquisitions aligned with long-term investment goals.

Ani leads a top-performing team that has evaluated more than \$1 billion in assets across 20 states and facilitated property sales exceeding \$250 million, covering nearly four million square feet. In the past three years alone, she and her team have closed transactions in 13 different states. Ani focuses on delivering results for a wide range of clients, including REITs, private equity firms, developers, family offices, and 1031 exchange investors. Team AP is committed to building lasting relationships by guiding clients through every stage of the investment cycle.

Before joining Northmarq, Ani spent seven years with Marcus & Millichap, where she advanced from agent candidate to senior director investments. During her tenure, she consistently ranked as one of the firm's top producers in the Southeast and Mid-Atlantic, earning multiple Sales Recognition Awards (2021–2025), the Senior Investment Advisor Award (2025), and the National Achievement Award (2024), an honor reserved for less than 5% of agents nationwide. She spearheaded The AP Group within Marcus & Millichap, establishing it as one of the most successful investment sales teams in the region.

Earlier in her career, Ani was a franchise owner with Meineke (2013–2020), where she managed operations, P&L oversight, and business development, significantly increasing profitability and operational efficiency. Ani also has a background in logistics and supply chain, where she managed planning for over 400 raw materials, maintained vendor relationships across domestic and international markets, and coordinated global and intermodal shipments with a hands-on, solutions-driven approach.

Ani is an active member of NAIOP and ICSC, where she engages with industry peers across the office, retail, and industrial sectors. She is committed to mentorship, providing guidance to aspiring commercial real estate professionals and students through industry events, speaking engagements, and direct mentoring. Ani also supports animal welfare organizations, contributing time and resources to local and national animal shelters.

# Team AP Select O&I Closings



CHARLESTON MSA

**MT. PLEASANT FLEX CENTER**  
Rare High-Quality Flex Asset in Mt. Pleasant  
**Price: \$11,175,000**  
**GLA: 45,605 SF**  
**Price/SF: \$245.04**  
*Over \$1.2M in Renovations*



KNOXVILLE, TN

**CEDAR RIDGE OFFICE**  
100% OCCUPIED  
**Price: \$10,500,000**  
**Cap Rate: 8.67%**  
**GLA: 92,645 SF**  
*Tech, Legal, & Logistics Tenants*



ATLANTA MSA

**AIMS COMPANIES**  
NNN INDUSTRIAL  
**Price: \$1,120,000**  
**Cap Rate: 7.50%**  
**Price/SF: \$224.00**  
*Excess IOS Land*



CHARLOTTE MSA

**MANUFACTURING FACILITY**  
VACANT INDUSTRIAL  
**Price: \$2,700,000**  
**GLA: 161,689 SF**  
**Total Lot Size: 94.37 AC**  
*Represented Strong Buyer*



DENVER MSA

**VALUE-ADD FLEX**  
VACANT INDUSTRIAL-FLEX  
**Price: \$1,335,000**  
**GLA: 6,280 SF**  
**Price/SF: \$212.58**  
*New 2023 HVAC Units*



BIRMINGHAM MSA

**VALUE-ADD INDUSTRIAL**  
EXCESS IOS LAND  
**Price: \$1,100,000**  
**Lot Size: 6.14 AC**  
**Price/SF: \$78.57**  
*6.14 AC with M2 Zoning*



ATLANTA MSA

**STRONG IOS TENANT**  
DEVELOPMENT OPPORTUNITY  
**Price: \$1,950,000**  
**Lot Size: 11.54 AC**  
**Occupancy: 64%**  
*Industrial & Office/Flex Buildings*



CHARLESTON MSA

**HENSLEY CROSSROADS**  
VALUE-ADD FLEX  
**Price: \$1,950,000**  
**Occupancy: 100%**  
**Price/SF: \$186.28**  
*Value-Add Flex Center*



KNOXVILLE MSA

**VACANT INDUSTRIAL**  
RENOVATED IN 2019  
**Price: \$1,380,000**  
**Lot Size: 2.86 AC**  
**Price/SF: \$45.14**  
*Less than 1.5 Miles from I-40*



GREENVILLE MSA

**CALIBER COLLISION**  
5-PROPERTY PORTFOLIO  
**Price: \$12,285,000**  
**Cap Rate: 6.78%**  
**Total NOI: \$833,457**  
*Long-Term Upside Opportunity*



# Team AP Select O&I Closings



ATLANTA MSA

## NOONDAY BUSINESS PARK

VALUE-ADD FLEX CENTER

**Price: \$8,150,000**

**Cap Rate: 5.11%**

**GLA: 66,000 SF**

*Closed Above List Price*



CHARLESTON MSA

## TEC RENTALS

NNN LEASE | 2023 BUILD

**Price: \$2,332,000**

**Cap Rate: 5.90%**

**Price/SF: \$277.62**

*Rare Heavy Industrial Zoning*



ATLANTA MSA

## VACANT INDUSTRIAL

NEWLY RENOVATED

**Price: \$2,913,000**

**GLA: 33,000 SF**

**Price/SF: \$88.27**

*Excess Land for IOS | 4.74 AC*



CHARLOTTE MSA

## VALUE-ADD INDUSTRIAL

LIGHT-INDUSTRIAL ZONING

**Price: \$2,700,000**

**GLA: 65,015 SF**

**Price/SF: \$41.53**

*26.08 Total Acres*



ATLANTA MSA

## WOODLAND INDUSTRIAL

PORTFOLIO

**Price: \$6,500,000**

**Cap Rate: 8.00%**

**GLA: 85,012 SF**

*4 Stabilized Flex Buildings*



ATLANTA MSA

## VALUE-ADD INDUSTRIAL

VACANT INDUSTRIAL

**Price: \$3,200,000**

**GLA: 63,250 SF**

**Lot Size: 3.24 AC**

*Closed Above List Price*



AUGUSTA MSA

## UPS (S&P: A | MOODY'S: A2)

SINGLE-TENANT OFFICE

**Price: \$4,250,000**

**GLA: 51,250 SF**

**Price/SF: \$82.93**

*1031 Buyer / Seller Financing*



DALTON, GA

## INDUSTRIAL PORTFOLIO

HEAVY-INDUSTRIAL ZONING

**Price: \$1,520,000**

**Total GLA: 80,325 SF**

**Occupancy: 0%**

*3.29 Total Acres*



GREENVILLE MSA

## WILBERT PLASTICS

SINGLE-TENANT INDUSTRIAL

**Price: \$15,885,039**

**Cap Rate: 6.22%**

**GLA: 257,086 SF**

*Absolute NNN Lease*



NEW HAVEN MSA

## INNOVATION PARK

MULTITENANT OFFICE

**Price: \$8,250,000**

**Cap Rate: 9.28%**

**GLA: 56,564 SF**

*Medical & Life Science Tenants*

# Team AP Select O&I Closings



CHARLESTON MSA

## VALUE-ADD INDUSTRIAL HEAVY INDUSTRIAL ZONING

**Price: \$1,200,000**  
**Price/AC: \$952,381**  
**GLA: 5,000 SF**

*Rare M-2 Zoning*



CHARLESTON MSA

## N. RHETT OFFICE/FLEX CLASS A EXEC. CENTER

**Price: \$16,900,000**  
**Cap Rate: 6.72%**  
**GLA: 64,800 SF**

*DoD Tenants*



FAIRFIELD, CA

## VALUE-ADD INDUSTRIAL REDEVELOPMENT

**Price: \$1,700,000**  
**GLA: 4,000 SF**  
**Price/SF: \$425.00**

*Closed \$200k Above Asking*



COLUMBIA MSA

## PONTIAC CENTER MULTITENANT INDUSTRIAL

**Price: \$1,900,000**  
**Cap Rate: 7.54%**  
**GLA: 30,088 SF**

*Fully Stabilized Flex*



CHARLESTON MSA

## MAJESTIC KITCHEN & BATH SINGLE-TENANT INDUSTRIAL

**Price: \$1,550,000**  
**Cap Rate: 7.93%**  
**GLA: 20,556 SF**

*NN Lease*



AUGUSTA MSA

## SHINSHO AMERICAN CORP. SINGLE-TENANT INDUSTRIAL

**Price: \$4,100,000**  
**Cap Rate: 7.35%**  
**GLA: 77,336 SF**

*Closed \$335k Above Asking*



GREENVILLE MSA

## INDUSTRIAL LAND 50.43 ACRES | I-2 ZONING

**Price: \$1,400,000**  
**Price/AC: \$27,761**  
**Lot Size: 50.43 AC**

*Heavy Industrial Zoning*



CHARLESTON MSA

## HENSLEY BUSINESS PARK NNN INDUSTRIAL | FLEX

**Price: \$5,680,000**  
**Cap Rate: 6.01%**  
**GLA: 42,296 SF**

*4 Stabilized Flex Buildings*



CHARLESTON MSA

## STNL SALE LEASEBACK ABSOLUTE NNN LEASE

**Price: \$3,325,000**  
**Cap Rate: 6.02%**  
**GLA: 8,000 SF**

*15-Year Base Term*



CHARLESTON MSA

## MULTITENANT OFFICE NNN LEASES

**Price: \$3,050,000**  
**Cap Rate: 7.89%**  
**GLA: 13,575 SF**

*100% Occupied*



# Team AP Select O&I Closings



## **MULTITENANT OFFICE**

VALUE-ADD OPPORTUNITY

**Price: \$1,954,457**

**Cap Rate: 7.58%**

**GLA: 14,251 SF**

*Primarily Medical Tenants*



## **ROYAL METALS INDUSTRIAL**

NNN SALE LEASEBACK

**Price: \$11,700,000**

**Cap Rate: 7.25%**

**GLA: 261,000 SF**

*15-Year Base Term*



## **ABB, INC.**

SINGLE-TENANT INDUSTRIAL

**Price: \$6,094,375**

**Cap Rate: 6.85%**

**GLA: 141,484 SF**

*Absolute NNN Lease*

# Team AP Select Retail Closings



MONTGOMERY, AL

## CHIPOTLE | 2025 BUILD

RARE ABSOLUTE NNN LEASE

**Price: \$3,650,000**

**Cap Rate: 5.14%**

**Term: 15 Years**

*Closed at 98% of List Price*



CHARLESTON MSA

## HARBOUR LAKE PLAZA

FOOD LION CENTER

**Price: \$8,000,000**

**Cap Rate: 7.44%**

**GLA: 62,198 SF**

*98% Occupied*



COLUMBIA MSA

## WOODBERRY PLAZA

SHOPPING CENTER

**Price: \$4,200,000**

**GLA: 84,110 SF**

**Occupancy: 100%**

*Big Lots Anchored*



DETROIT MSA

## KINDERCARE

NNN LEASE

**Price: \$3,417,000**

**Cap Rate: 7.37%**

**GLA: 10,782 SF**

*All Cash Buyer*



GREENVILLE MSA

## FORMER WALGREENS

REDEVELOPMENT

**Price: \$1,400,000**

**Lot Size: 2.24 AC**

**Price/AC: \$625,000**

*All Cash 1031 Buyer*



LAS VEGAS, NV

## TACO BELL

NEW BUILD | 20-YEAR TERM

**Price: \$3,250,000**

**Cap Rate: 5.38%**

**GLA: 1,800 SF**

*Absolute NNN Lease*



GREENVILLE MSA

## CALIBER COLLISION

5-PROPERTY PORTFOLIO

**Price: \$12,285,000**

**Cap Rate: 6.78%**

**Total NOI: \$833,457**

*Long-Term Upside Opportunity*



CHARLESTON MSA

## FAMILY DOLLAR TREE

NEW BUILD

**Price: \$1,674,357**

**Cap Rate: 8.00%**

**GLA: 10,500 SF**

*9+ Years of Term Rem.*



JACKSONVILLE, FL

## McDONALD'S | 2024 BUILD

NNN GROUND LEASE

**Price: \$2,585,000**

**Cap Rate: 3.83%**

**Term: 20 Years**

*Publix Outparcel | 1031 Exchange*



CHARLESTON MSA

## MONTAGUE CORNERS

SHOPPING CENTER

**Price: \$18,750,000**

**GLA: 106,518 SF**

**Price/SF: \$176.07**

*Planet Fitness & Save-A-Lot Anchored*



# Team AP Select Retail Closings



**O'REILLY AUTO PARTS**  
SINGLE-TENANT RETAIL  
**Price: \$1,320,000**  
**Cap Rate: 7.65%**  
**GLA: : 7,023 SF**  
*All Cash 1031 Buyer*



**GOOSE CREEK PLAZA**  
VALUE-ADD STRIP CENTER  
**Price: \$2,009,000**  
**Cap Rate: 8.76%**  
**GLA: 16,338 SF**  
*Prime Value-Add Opportunity*



**POPEYES**  
SINGLE-TENANT RETAIL  
**Price: \$1,880,000**  
**Cap Rate: 6.06%**  
**GLA: 2,314 SF**  
*Long-Term Absolute NNN Lease*



**DOLLAR GENERAL**  
ABSOLUTE NNN LEASE  
**Price: \$1,830,000**  
**Cap Rate: 5.44%**  
**GLA: 9,002 SF**  
*2018 Build | Long-Term Lease*



**DOLLAR TREE**  
NEW 2020 BUILD  
**Price: \$2,600,000**  
**Cap Rate: 5.75%**  
**GLA: 9,180 SF**  
*Long-Term Lease*



**EAGLE PLAZA • SUBWAY**  
STRIP CENTER  
**Price: \$1,115,000**  
**GLA: 7,200 SF**  
**Price/SF: \$154.86**  
*Multitenant Retail Center*



**HARBOR FREIGHT TOOLS**  
NEW 2021 BUILD  
**Price: \$3,390,000**  
**Cap Rate: 6.50%**  
**GLA: 15,000 SF**  
*NN Lease*



**DOLLAR GENERAL MARKET**  
NEW 2022 BUILD  
**Price: \$2,341,088**  
**Cap Rate: 6.25%**  
**GLA: 12,687 SF**  
*Next to Mercedes Plant*



**FAMILY DOLLAR**  
NEW 2020 BUILD  
**Price: \$1,660,000**  
**Cap Rate: 5.75%**  
**GLA: 9,180 SF**  
*Long-Term Lease*



**WENDY'S**  
ABSOLUTE NNN LEASE  
**Price: \$2,200,000**  
**Cap Rate: 4.82%**  
**GLA: 2,310 SF**  
*Closed Above List Price*

# Team AP Select Retail Closings



## N CHS. REDEVELOPMENT

VALUE-ADD RETAIL

**Price: \$1,600,000**

**GLA: 13,070 SF**

**Price/SF: \$122.42**

*Closed Above List Price*



## N. CHS RETAIL STRIP

VALUE-ADD STRIP CENTER

**Price: \$3,100,000**

**Cap Rate: 6.86%**

**GLA: 24,200 SF**

*Closed \$300k Above Asking*



## TIRE WORKS CAR CARE

ABSOLUTE NNN LEASE

**Price: \$2,800,000**

**Cap Rate: 6.11%**

**GLA: 6,022 SF**

*Brand New 15-Year Lease*



## CHIPOTLE

CORPORATE GUARANTEE

**Price: \$2,290,000**

**Cap Rate: 4.19%**

**GLA: 3,060 SF**

*Outparcel to Publix & Target*



## FOOD LION CENTER

SHOPPING CENTER

**Price: \$3,100,000**

**Cap Rate: 7.36%**

**GLA: 62,799 SF**

*Junior Anchored by O'Reillys*



## MEINEKE CAR CARE

NNN SALE LEASEBACK

**Price: \$1,400,000**

**Cap Rate: 6.57%**

**GLA: 6,248 SF**

*5-Year Base Term*



## ADVANCE AUTO PARTS

SINGLE-TENANT RETAIL

**Price: \$1,000,000**

**Cap Rate: 6.72%**

**GLA: 5,675 SF**

*Renegotiated 7-Year Lease*

# Notable Clients

We work with a broad range of clients and active investor profiles including: Institutional Asset Managers, REITs, Private Equity Firms, Corporations, Investment Funds, Private High-Net-Worth Individuals and Family Offices, 1031/1033 Investors and Foreign Capital Sources. A sampling of such groups include:

Academy Sports  
 AEI Capital Corporation | AEI Fund Mgmt  
 AMB Group  
 American Express  
 American Healthcare Investors  
 American Realty Advisors  
 American Realty Capital Healthcare Trust  
 AmREIT, Inc. | ARIC | Prairieland III  
 ARC Properties  
 Argonne Capital Group  
 Armstrong Development Properties  
 Audax Holdings  
 Bank of America Private Wealth Management | US Trust  
 Briarwood Capital  
 Brixmor Property Group  
 Broadstone Real Estate, LLC  
 Captec Financial Group, Inc.-Ann Arbor  
 Centrum Partners  
 Clarion Partners  
 Colonial Properties Trust  
 Community Healthcare Trust  
 Continental Properties & Development  
 Crow Holdings Capital  
 CVS Caremark  
 CWC Capital Asset Management  
 Delhaize America, LLC | Food Lion, Inc.  
 Delta Airlines  
 DRA Advisors LLC  
 Dune Real Estate Partners  
 Embree Group Of Companies

Envoy Realty Group  
 EPR Properties  
 Equity Commonwealth  
 Farallon Capital Management, LLC  
 Fog Capital  
 Forest City Properties  
 GBT Realty  
 GE Real Estate  
 Healthcare Realty Trust (HRT)  
 Hines REIT, Inc.  
 IM Properties USA, LLC  
 ING Clarion Partners-Dallas  
 Inland Real Estate Group  
 INREIT | Sterling Office & Industrial Trust | Sterling REIT  
 InSite Real Estate  
 iStar Financial, Inc.  
 J.P. Morgan Chase & Co.  
 Jack In The Box, Inc.  
 JMA Properties  
 KKR & Co. LP  
 LaSalle Investment Management, Inc.  
 Macfarlan Capital Partners  
 Malouf Interests, Inc.  
 Medical Properties Trust, Inc.  
 MEDISTAR  
 Merrill Lynch  
 Midtown National Group  
 Pacific Retail Capital Partners  
 Panattoni Development  
 Partners & Associates, Inc.

Prudential Real Estate Investors (PREI)  
 QuikTrip Corporation  
 RCG Ventures  
 Regency Centers Corporation  
 Safeway Stores, Inc.  
 Spirit Realty Capital  
 STORE Capital  
 SunTrust Bank  
 Taubman Centers, Inc.  
 Tesoro Corp.  
 The Inland Real Estate Group of Companies, Inc.  
 The Koll Company  
 The Rockefeller Group  
 Trammell Crow Company  
 UBS Realty Investors, LLC | UBS Global Commercial RE  
 Union Bank of California  
 US Properties Group (USPG)  
 USAA Real Estate Company  
 VEREIT  
 Vestar Development Company  
 Visconsi Companies  
 Wachovia Securities, Inc.  
 Wal-Mart Stores, Inc.  
 Weingarten Realty Investors  
 Wells Fargo Securities  
 Wells Financial Partners  
 Westfield Capital Group  
 Winn-Dixie, Inc.  
 Yum! Brands, Inc.



# Maximizing Deal Visibility to Investors

Our proprietary database accounts for over 80% of OM downloads versus third-party listing websites.

Northmarq’s proprietary marketing platform and investor database outperform Crexi—widely considered the industry’s top third-party listing service—by 10x.

Our data-driven marketing strategy maximizes exposure, engages the right investors, and accelerates deal velocity, driving more offers and faster closings.

## OM DOWNLOADS BY SOURCE

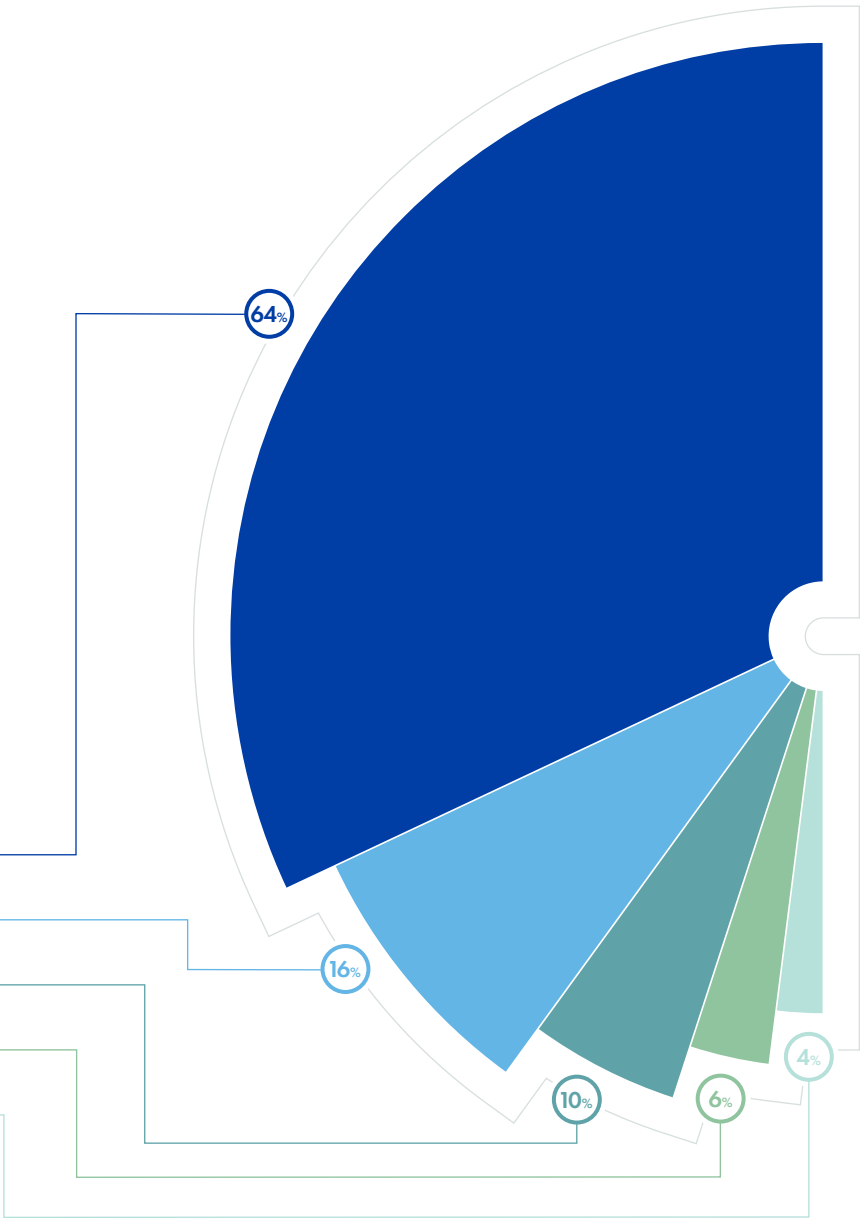
Northmarq Investor Database

Northmarq Website

Crexi

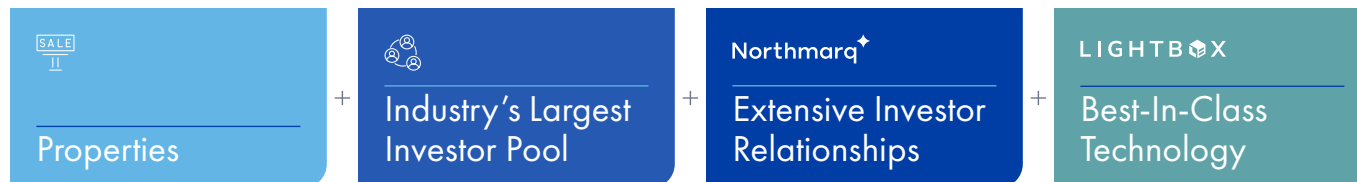
Other Third-Party Sources

Other Sources



# Enhanced Property Listing Experience

By Northmarq & LightBox RCM



This partnership combines cutting-edge technology with deep market expertise to maximize asset value and streamline the time to close through Northmarq Listings' proprietary, fully integrated marketing ecosystem.

## PLATFORM BENEFITS



### SIMPLIFIED EXPERIENCE FOR BUYERS AND SELLERS

A centralized marketplace, unique to Northmarq, offers a seamless and efficient listing and shopping experience for all investors.



### UNMATCHED MARKET REACH

Gain access to Northmarq's exclusive private and institutional relationships, along with RCM-qualified principals, ensuring maximum exposure for every property listing.



### TAILORED LISTINGS TO MATCH SPECIFIC NEEDS

With an intuitive client portal, users receive personalized, timely listing updates that align with their active investment goals.



### STREAMLINED ASSET ACQUISITION PROCESS

Effortlessly source actionable deals, simplify due diligence, submit offers, access confidential documents and close transactions within required timelines.



## USER-FRIENDLY PLATFORM

Accelerate the time from listing to close with the most intuitive and efficient platform in the commercial real estate industry.



## ENHANCED LISTING PERFORMANCE

Generate more leads per listing, with over 70% coming from Northmarq's proprietary database and the remaining 30% from RCM and third-party listing platforms.



## COMPREHENSIVE INSIGHTS INTO ASSET PERFORMANCE

Sellers gain a clear understanding of how listings are performing, enabling industry-leading results for marketing-price to sales-price achievement.



Subscribe to **Northmarq Listings**



# A Platform Unlike any Other

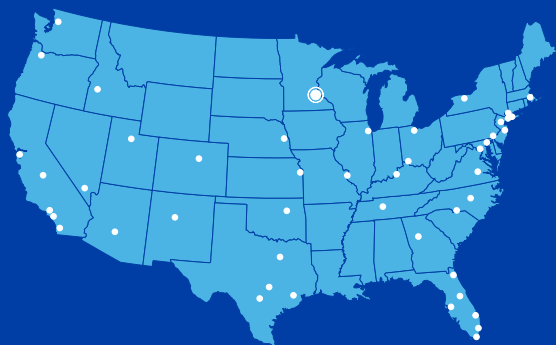
As a company built on the founding principle of integrity, we work hard to make every transaction successful.

What started as a small residential mortgage company 60 years ago has grown into a leading, national firm capable of supporting commercial real estate debt, equity, investment sales, loan servicing and fund management across every type of multifamily and commercial asset class.

Based on strong values and integrity, our culture attracts the best minds in the industry. We empower our teams to put clients first and deliver creative and innovative solutions that drive value.

We built our platform to be agile, with a nationwide network of experts and advisors across deeply connected offices leveraging best-in-class technology to stay ahead of industry trends. The result is a collaborative, unified team working to support you at every stage of your transaction.

Having local expertise with a national reach means we can see opportunity whenever and wherever it arises, opening up a world of possibilities for your real estate investment pursuits. We're driven to find opportunities where others see roadblocks, all with the goal of helping you develop and execute successful investment strategies.



\*Transactions from 2022-2024



*Northmarq is a leading provider of commercial real estate debt, equity, investment sales, fund management, and loan servicing.*

**63 Years**

FOUNDED IN 1962

**+\$78 Billion**

SERVICING PORTFOLIO\*

**+\$69.5 Billion**

TRANSACTION VOLUME\*  
DEBT+EQUITY + INVESTMENT SALES

**6,800+**

LOANS SERVICED\*

**5,700+**

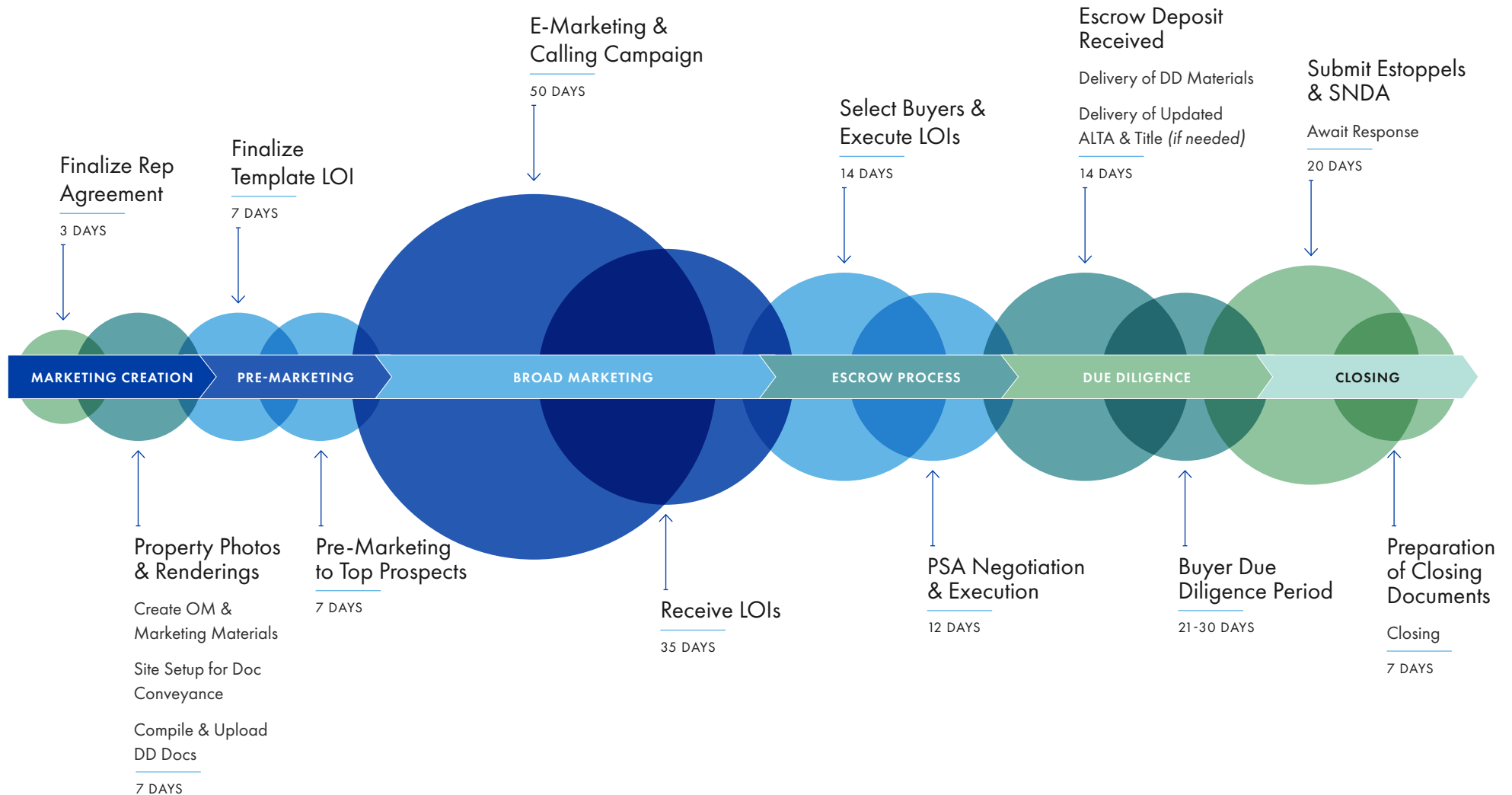
ANNUAL TRANSACTIONS\*  
DEBT+EQUITY + INVESTMENT SALES

**775**

CAPITAL SOURCES\*

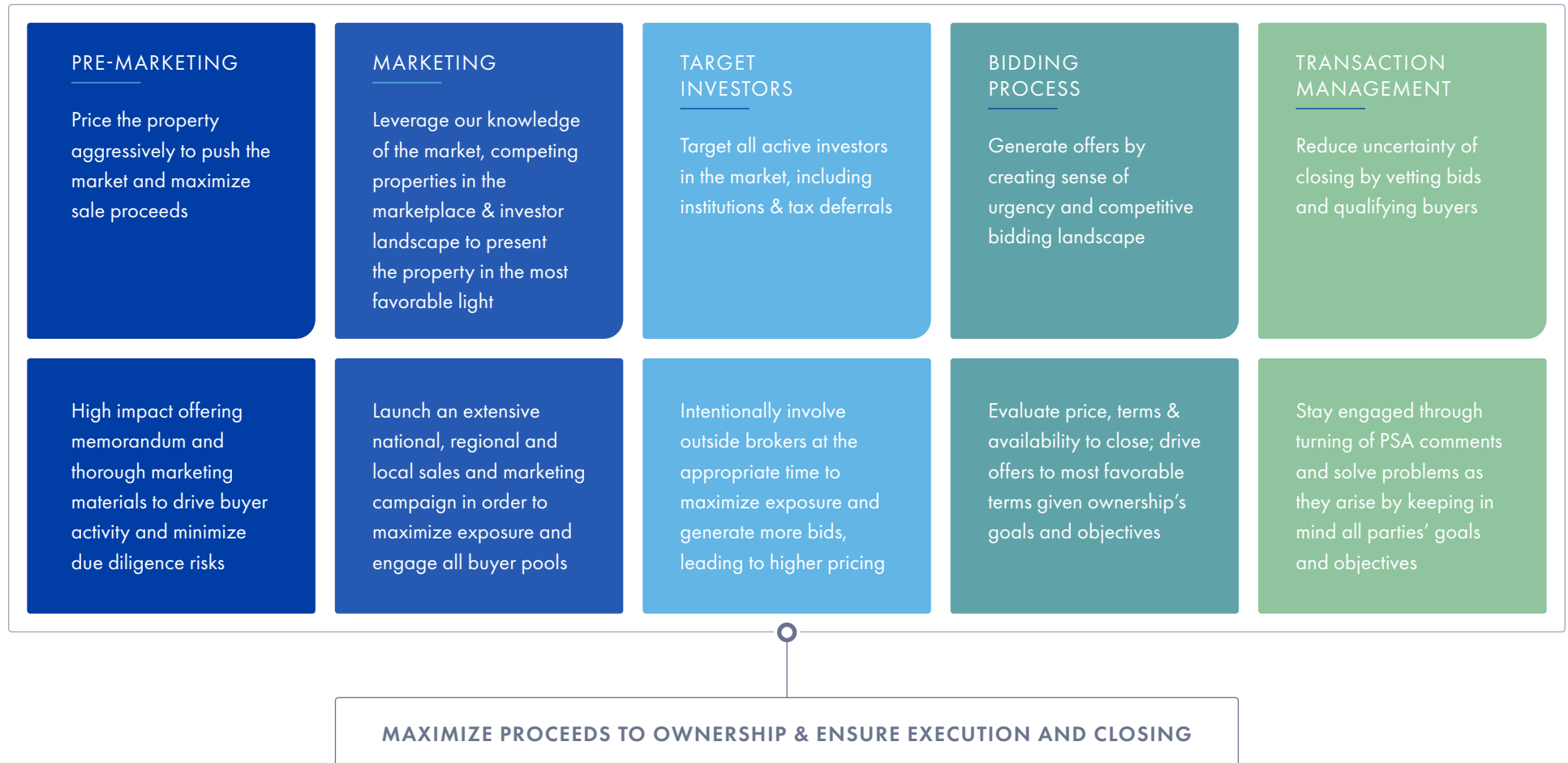


# Projected Marketing & Sales Timeline



# Proven Marketing Process

We believe the key to maximizing proceeds and surety of execution is to conduct a targeted, controlled, and hands-on process from marketing commencement to closing.



# Property Marketing Plan

## MARKETING STRATEGY

Our approach is intended to be carried out in phases, on an as-needed basis, and is designed to generate competition in the buyer pool. We would begin by drafting formal marketing documents, creating a website, and engaging a professional photographer.

01

### PHASE I

Begin with a direct call and email campaign to the top 100-150 candidates and most-active buyers with an emphasis on investors with an evidenced affinity for office-leased assets nationwide

02

### PHASE II

Direct call efforts to local area property owners and region office owners

03

### PHASE III

Leverage our network of brokers nationwide and our proprietary database (225,000+ focused investment professionals), achieving full and broad exposure to the most qualified and targeted group of investors

04

### PHASE IV

Utilization of 3rd party marketing services (LoopNet, CREXi, Property Campaign, CoStar, etc.) to complement our direct marketing efforts

## MAJOR ACTIVITIES



### Pre-Marketing

10 - 15 DAYS



### Marketing & Offers

15 - 60 DAYS



### Selection & Negotiation

10 - 30 DAYS



### Buyer Due Diligence

30 - 45 DAYS



### Closing Process

5 - 30 DAYS



# Why Northmarq Commercial Investment Sales



# Broadest Possible Buyer Audience

The key to maximizing proceeds and surety of closing is to conduct a targeted, controlled and hands-on process from marketing commencement to closing.





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