



TEAM AP

Broadest Possible Audience

ATLANTA, GA | CHARLESTON, SC

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

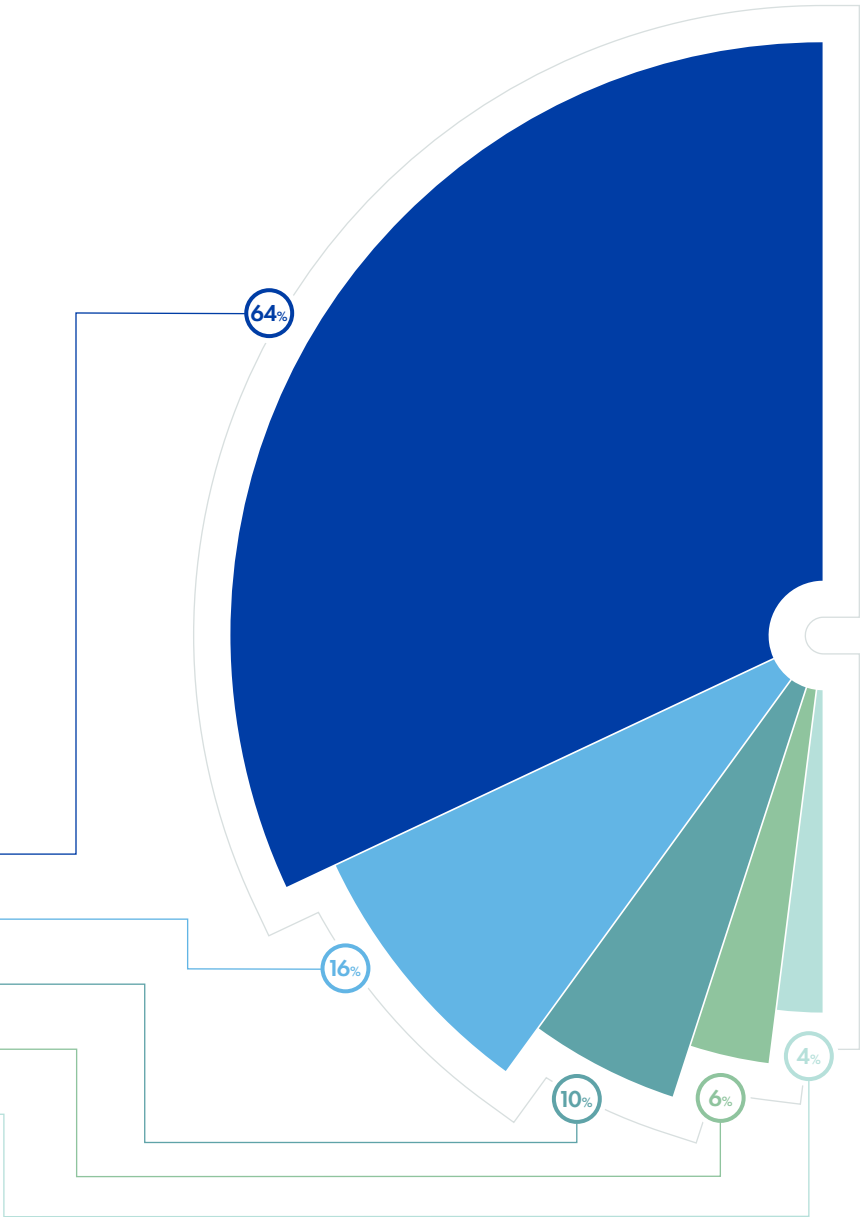
Northmarq Investor Database

Northmarq Website

Crexi

Other Third-Party Sources

Other Sources



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.



Northmarq Buyer Distribution

With Northmarq as your partner, the investment possibilities are endless.

Northmarq is regularly identifying new buyers, particularly in 1031 trades, from all over the U.S. Our brokers represent many private investors, with access to the nation's largest buyer pool and source of 1031 exchange buyers in California.

TARGETED BUYER REACH

 **39**
TOTAL STATES

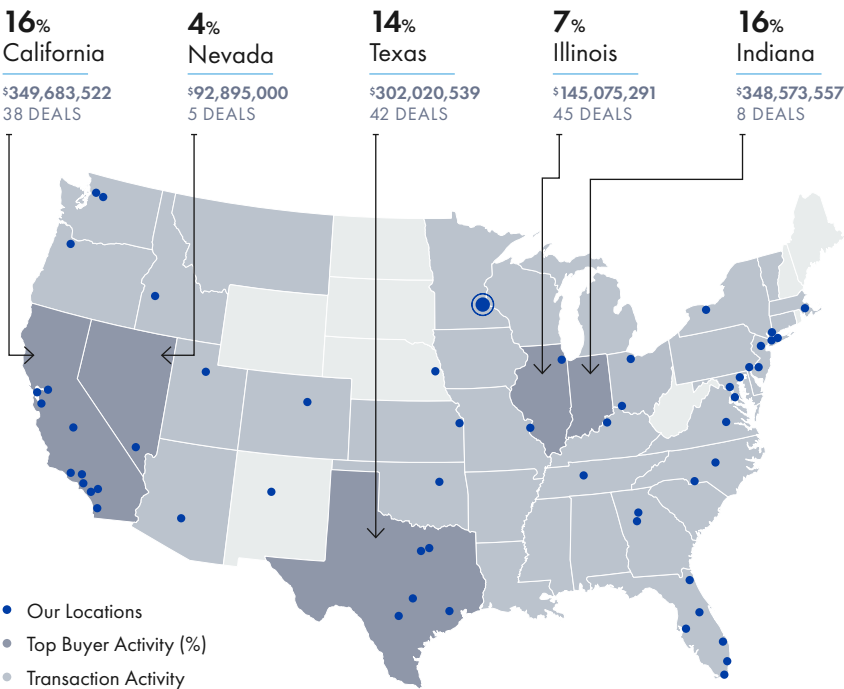
Sourced and represented
buyers nationwide

 **5**
TOP MARKETS

These states accounted
for 58% of the total

 **59%**
PRIVATE CAPITAL

Largest of all buyers
on NM transactions



TRACK RECORD BY BUYER TYPE

Our shared database and historical presence in the industry provides unmatched, in-house access to buyers. Northmarq's largest percentage of investors (59%) are developers and private individuals. In 2024 the average cap rate for developers and individual investors was 6.66%.



No deal is out of reach when you have a team of experts working by your side.

DEALS BY BUYER TYPE

BUYER TYPE	# OF DEALS	AVERAGE CAP RATE	TOTAL SALES VOLUME
DEVELOPER	116	6.10%	\$635,456,240
INDIVIDUAL	101	7.31%	\$442,729,813
OWNER/USER	47	4.54%	\$153,861,353
PRIVATE EQUITY	28	6.60%	\$557,827,660
INSTITUTIONAL	24	5.82%	\$108,634,316
POOLED INDIVIDUALS	12	6.93%	\$58,681,001
OTHER	40	6.68%	\$181,843,793
TOTAL	368	6.39%	\$2,139,034,175



Ani Paulson
Senior Vice President
404.407.5907
apaulson@northmarq.com

Nick DiPietro
Associate
404.823.6374
ndipietro@northmarq.com

Rachel Lakian
Operations Analyst
854.230.0134
rlakian@northmarq.com

Manton Paine
Senior Associate
854.230.0151
mpaine@northmarq.com

Willa Beth Bessinger
Senior Investment Analyst
854.230.0155
wbessinger@northmarq.com

Northmarq
3414 Peachtree Rd NE, Suite 900
Atlanta, GA 30326
404.237.2456 | northmarq.com

The information contained herein has been obtained from sources deemed reliable. While every reasonable effort has been made to ensure its accuracy, we cannot guarantee it. No responsibility is assumed for any inaccuracies. Readers are encouraged to consult their professional advisors prior to acting on any of the material contained in this report.

© 2025. All rights reserved.

Commercial Real Estate | Debt + Equity | Investment Sales | Loan Servicing | Fund Management

northmarq.com