



Build-to-Rent Advisory Group

A full-service solution for investors and developers



Commercial Real Estate

Debt + Equity | Investment Sales | Loan Servicing | Fund Management

northmarq.com

Expertise, from start to finish.

What sets us apart is not what we do, but how we do it.

Northmarq is an investor's strategic partner for navigating opportunities in the build-to-rent space. At the start of every engagement, we form a unique team consisting of an advisory group leader, a debt and equity leader, and a local market advisor to tailor asset-specific strategies. Our fully-integrated approach ensures each opportunity is explored, receives thoughtful analysis, and delivers actionable recommendations. It's a structure that successfully pairs granular market expertise with national experience. The result is a team of institutional quality with a personalized touch, found only at Northmarq.

Our difference.



Brokerage

Maximizing value in acquisitions and dispositions is what we do best.



Capital

A full-service solution for your capital needs, all under one roof.



Advisory

Providing expert opinions and insights beyond a single transaction.



Looking beyond a single transaction, Northmarq's Build-to-Rent Advisory Group is intentionally structured for owners and developers to engage one firm throughout the life cycle of every investment.

OUR DIFFERENCE

More transactions, more markets, more experience.

The newest product
category isn't new to us.

No commercial real estate company can match our experience or breadth of knowledge in the BTR business. During the past five years, we have devoted resources to industry-leading research, custom financial modeling, and cutting-edge marketing tailored specifically to the BTR product type.

These investments have yielded results. We have brokered and financed dozens of BTR transactions across the United States since 2018. Additionally, Northmarq has ranked among the industry's top tier of investment sales and debt and equity providers in each of the past five years.

\$2B+

Transaction volume

350+

BTR/SFR evaluations

75+

Transactions across the US

23+

Active BTR assignments

Build-to-Rent Advisory Group



Trevor Koskovich

PRESIDENT
Investment Sales
602.952.4040



Jeff Erxleben

PRESIDENT
Debt & Equity
972.455.1934



Jesse Hudson

REG. MANAGING DIRECTOR
Investment Sales
602.952.4042



Taylor Snoddy

REG. MANAGING DIRECTOR
Investment Sales
972.455.4928



Faron Thompson

REG. MANAGING DIRECTOR
Debt & Equity
678.954.4674



Luis Elorza

MANAGING DIRECTOR
Investment Sales
813.223.5207



Brandon Harrington

MANAGING DIRECTOR
Debt & Equity
602.508.2204



Scott Lamontagne

MANAGING DIRECTOR
Investment Sales
512.450.6820



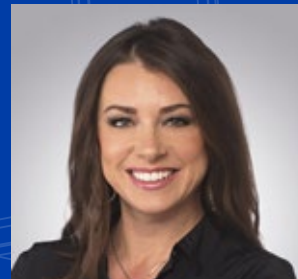
Ari Azarbarzin

SENIOR VICE PRESIDENT
Investment Sales
410.296.0709



John Currin

SENIOR VICE PRESIDENT
Investment Sales
704.595.4276



Shannon Hersker

SENIOR VICE PRESIDENT
Debt & Equity
602.952.4054



Eric Stockley

SENIOR VICE PRESIDENT
Investment Sales
972.322.9257



Peter Chacon

VICE PRESIDENT
Investment Sales
678.954.4662

Proven results.



Ascend Carolina Forest
48 Homes | Myrtle Beach SC
SALE & FINANCING



Christopher Todd on Camelback
167 Homes | Litchfield Park AZ
SALE & FANNIE MAE FINANCING



CTC at Estrella Commons
286 Homes | Goodyear AZ
SALE & FANNIE MAE FINANCING



Christopher Todd on Greenway
136 Homes | Surprise AZ
SALE & FANNIE MAE FINANCING



Flint Meadows Land
±27 AC | De Soto KS
SALE



Honeycutt Run
209 Homes | Maricopa AZ
SALE & CONSTRUCTION FINANCING



Moderne at Centennial
185 Homes | Las Vegas NV
SALE & CONSTRUCTION FINANCING



ParcHAUS at Skyline
136 Homes | McKinney TX
SALE & ACQUISITION FINANCING



Townhomes at Bluebonnet Trails
114 Homes | Waxahachie TX
SALE & FREDDIE MAC FINANCING



Allero 94 Land
±8 AC | Phoenix AZ
SALE



AVERE on the High Line
56 Homes | Denver CO
SALE



Cyrene at South Mountain
72 Homes | Phoenix AZ
SALE



Harrison Trace
84 Homes | Charlotte NC
SALE



Jasper Village
208 Homes | Rincon GA
SALE



The Orchards on 12th
38 Homes | Phoenix AZ
SALE



TerraLane at Canyon Trails
262 Homes | Goodyear AZ
SALE



TerraLane at South Mountain
147 Homes | Laveen AZ
SALE



Amazon Falls
184 Homes | Eagle ID
BRIDGE REFINANCING



Brighton Townhomes
40 Homes | Acworth GA
CONSTRUCTION FINANCING



The Havenly Fountain Hills
147 Homes | Fountain Hills AZ
LIFE COMPANY FINANCING



Oak Creek Village
47 Homes | Oak Creek WI
CONSTRUCTION FINANCING



Sweetwater Springs
58 Homes | Lawrenceville GA
FANNIE MAE FINANCING



Villas at Chandler Heights
116 Homes | Chandler AZ
LIFE COMPANY FINANCING



Villas at Deerwood
47 Homes | Huxley IA
FANNIE MAE REFINANCING

BUILT TO THRIVE

A world of opportunity needs Northmarq.

Success comes from brilliant,
driven people working together
toward a common goal.

Northmarq is a leading provider of CRE debt, equity, investment sales, and loan servicing. We're leading because of what we offer you. It started over 60 years ago with our founding principles of fair play and doing what it takes to make transactions successful for all concerned.

Along the way, we've built a platform unlike any other—with a flexible structure to allow for access to every single expert in our company. Our talent is the best in the business. Not just in skill, but in hustle. Our fast-growing national network of deeply connected local offices means we can see opportunity the moment it arises, anywhere.

And all of this is powered by a technology platform that is second to none, uniting our entire workforce to make sure you get the most out of your transaction.



60+ years

Founded in 1960

\$37B+

Total transaction volume

1500+

Annual transactions

\$70B+

Servicing volume

7000+

Active loans

600+

Capital services



**For more information,
please contact:**

Trevor Koskovich

PRESIDENT, INVESTMENT SALES

tkoskovich@northmarq.com

602.952.4040

northmarq.com